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CHEMIST & DRUGGIST

112th year of publication Vol. 195 No. 4762

The newsweekly for pharmacy

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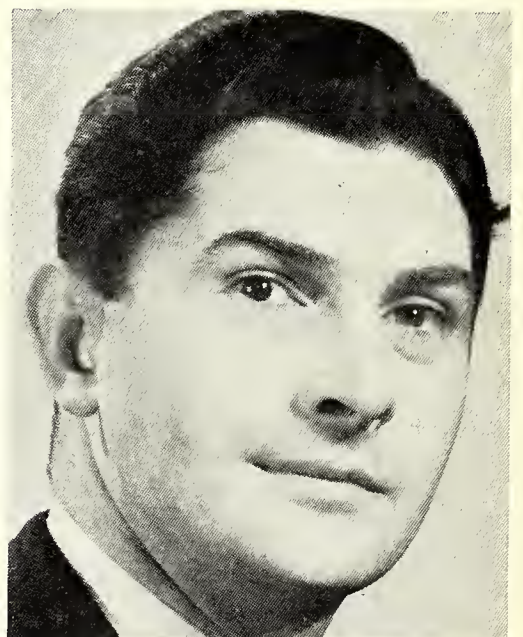
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A Benn Group Journal



Mr W. M. Darling has been re-elected
 president of the Pharmaceutical Society
 (see p 736)

W. M. Darling to remain as president

Mr W. M. Darling has been elected for a second term as president of the Pharmaceutical Society of Great Britain. Mr J. P. Kerr is the new vice-president.

Mr Darling's election was proposed by Mr A. Howells, who said he had been "filled with admiration" for the way the president had carried out his duties in his first year. Mr D. E. Sparshott, the retiring vice-president, seconded.

Mr Darling, in thanking the Council for the honour, said that never before had the Council had to face so much legislation or so many changes, each requiring careful scrutiny and forceful negotiation. "I am confident that as a team we can tackle these problems."

Mr A. Aldington, proposing Mr Kerr as vice-president, spoke of his ability which had been reflected in his work on the Practice Committee. Mr W. A. Beanland seconded.

Mr H. Steinman was re-elected treasurer and Mr D. F. Lewis secretary and registrar.

PDA offer trial membership

The Photographic Dealers' Association is offering C&D readers a free three months trial membership so they can see the benefits for themselves (see p 748).

The offer is against a "delayed action bankers order" effective October 1. From July 1 to September 30 anyone with premises dealing in photography can receive as published 13 issues of *Hot News*, the weekly dealer news-sheet and three issues of *Photographic Retailer*, the Association's monthly journal.

Those applying now will receive the 1971 *Colour Supplement*, listing every colour film generally available in the UK, with details of importers and processors, and the *Special 1971 Sound Sense Supplement*.

The banker's order can be cancelled at any time before October 1. Full members are entitled to the PDA Manual, certain free insurance, optional insurance extras at competitive rates, advice on problems, access to staff training facilities and service, and promotional aids.

Reserve stocks of cholera vaccine held

British manufacturers of cholera vaccine told the C&D this week that there are sufficient stocks still available to cover travellers going abroad and for other emergencies.

As well as this reserve, Wellcome Research Laboratories have supplied 632,000 doses and BDH Pharmaceuticals Ltd just over 1½ m doses to charity organisations and those are on their way to the stricken areas in India.

Jet injectors capable of delivering 100,000 doses of vaccine per hour are being used.

Further supplies will be available next week from BDH.

Among other companies to have supplied products to the relief organisations are Allen & Hanburys Ltd, Glaxo Laboratories Ltd, Baxter Laboratories Ltd and Thomas Kerfoot & Co Ltd.

More competition for SA chemists

Pharmacists in South Africa, already battered from their running war with supermarkets, are alarmed at an announcement that Clicks, a discount chain, is to enter the retail pharmaceutical field. They fear it would mean the start of cut-price prescription medicines throughout South Africa.

They feel any cut-price medicines sold elsewhere will put further pressure on their existing dispensing overheads.

Clicks' managing director said the conversion to an American drug-store type operation was a logical step in the group's progress, as it already specialised in toiletries and gifts. His organisation had assiduously avoided extending its range beyond that sold by retail pharmacists in case this might prejudice its future entry into the dispensing area.

"We have decided in principle to have a pharmacist in



Cholera vaccine is packed at Burroughs Wellcome, Dartford, ready for shipment to India for use in the epidemic there. More than half a million doses were flown out early this week. The Wellcome Foundation has donated 250,000 tablets—worth about £10,000—of Septrin, the anti-bacterial drug, to War on Want for use in the epidemic

each of our shops to dispense medicines at prices in line with our present selling practices. Our intention is to dispense everything—and we have decided to go into pharmacy only if we can sell at cheaper prices. The details are being worked out now for final approval by our board of directors."

The president of the South African Retail Chemists' and Druggists' Association said in Johannesburg that his organisation will appeal to the Government to block cut-rate dispensing should the need arise.

The chairman of the Natal Coastal branch of the Pharmaceutical Society of South Africa said pharmacists would regard it as unethical for a member to work for Clicks—even though that would not contravene the Society's ethical rules.

Westons' self-service aim

Westons chemists, the second largest chemist group in Britain, are to expand their self-service store operations, providing what is described as "a substantially increased product range for sale."

The move follows the reorganisation of the company's property side by Lionel Kustow, partner of estate agents Sedley & Davidson, which has put Westons in a position for steady expansion over the next two years. The agents are seek-

Medicines Act licences September 1?

September 1 is being considered as the "first appointed day" for the licensing of manufacturers and products under the Medicines Act, it is currently understood.

However, regulations covering the licensing arrangements have still not been finalised, and the feasibility of keeping to the September 1 date may depend upon how soon they can be published.

A useful tabular guide to the implications of licensing for new and existing manufacturers was included in the annual report of the Proprietary Association of Great Britain, issued last week.

[Comment, p. 749].

ing premises in over 50 major towns and cities in England and Wales on behalf of the company.

A special drive is to be made to obtain outlets in central London, where the estate agents will consider large and small shops in all areas. The premises being sought would have a minimum frontage of 25 ft and ground floor sales areas of up to 5,000 sq ft.

The Weston chain at present comprises 250 branches.

Yugoslav-UK link for pharmaceuticals in Northern Ireland

International Generics of Hove, Sussex, and Pliva of Zagreb, Yugoslavia's largest pharmaceutical concern, are to co-operate in establishing a 250-job project in Antrim for the manufacture of pharmaceuticals.

The new project, the final agreement for which was signed in Belfast last week, is an unusual case of industrial development involving a comparatively new avenue of international industrial co-operation. For the Northern Ireland project will establish one of Central Europe's leading manufacturing associations with the United Kingdom.

International Generics have a close working relationship with Pliva for the supply of raw materials and last year recorded a 31 per cent increase in turnover with sales mainly to developing countries; it is their first important direct United Kingdom pharmaceutical manufacturing operation.

Pliva employ about 5,000 people and produce around 40 per cent of Yugoslavia's pharmaceutical output. The decision to participate in a Western European manufacturing operation coincides with their fiftieth birthday.

Experts will be brought in from Yugoslavia to supervise production and train local personnel, some of whom may be sent to Zagreb for training.

It is believed that this is one of the few occasions on which a central European company has participated in UK manufacturing industry.

Production in a 50,000 sq ft factory, which is being expanded to 87,000 sq ft, is scheduled to start in about 18 months, with Yugoslav personnel setting up the production programme and training the labour force nucleus which will eventually grow to number approximately 250.

The company anticipates sales in the UK as well as in overseas markets and its production will also include soaps and toiletries. Raw material sources for the factory will be the UK as well as Pliva, whose finished products, together with those of the seven-year-old International Generics, will be manufactured by the Antrim factory.

The Minister of Commerce described the Antrim project as "a most interesting develop-

ment which will stand not as a milestone but more of an industrial landmark—not merely by Northern Ireland standards but in United Kingdom terms also."

Chairman of International Generics is General Sir Alexander Drummond, and the managing director is Mr Leon Tamman.

Chemicals and free trade

The rapid growth of imports of chemicals in the United Kingdom since 1960 which has its parallel in all major producing countries has been due mainly to factors other than tariff reductions, says a report published on June 10.

The contributory factors mentioned are the rapid expansion and creation of demand; the great extent of innovation in product and process; substantial cost and price reductions through improvement and enlargement of plants; and the scope given by these factors for greater specialisation. However, removal of tariffs would increase the effect of the other factors, the report adds.

It is suggested that for the UK a one per cent reduction in duties might stimulate a one or two per cent increase in chemical imports.

Examination of trade flows

shows, first, the US and, second, the West German industries to be the strongest initiators in the chemical industry with the greatest penetrative power in export markets. Trade statistics since Britain's devaluation in 1967 do not suggest any radical shift in these relative competitive strengths.

(*Chemicals Under Free Trade*, Atlantic Trade Study, 6 Buckingham Street, London WC2, price £1.)

Russian medical experts in UK

A party of top-level USSR medical and pharmaceutical experts arrived in London on Sunday. The delegation are meeting executives and visiting laboratories of 12 leading British manufacturers on a two-week tour. The main reception for the visitors was given by the Association of the British Pharmaceutical Industry at the Royal College of Physicians, on Monday.

Present UK pharmaceutical exports to the USSR represent a small part (£330,000 in 1970) of the industry's, £140 m total, shipments abroad. There is a long-standing trade agreement governing the export of medicines from the UK to the Soviet Union.

TV anti-smoking campaign

The Department of Health has given a "six-figure sum" to the Health Education Council in support of an anti-smoking television campaign.

The Council is at present discussing the production of the campaign, which is expected to be ready for screening in the late summer or during the autumn.

MP's oppose cost-related charges

Ten Labour MP's, including Mr L. Pavitt, have signed a Parliamentary motion calling for the abandonment of proposals for cost-related prescription charges. They base their motion on the findings arrived at by the Hinchliffe committee.

Mr Anthony Stodart, Parliamentary Secretary, Ministry of Agriculture, agreed with Mr J. Mackie that there is overwhelming evidence to support the view that lack of vaccination was the main cause of the recent fowl pest epidemic. He promised that the results of the inquiry into the epidemic will be published in full.

Mrs Joyce Butler is seeking a debate to secure the repeal of the Farm and Garden Chemicals Regulations 1971, issued on April 30.

Chemical plant investment cut

The chemical industry in the UK will sanction new projects worth only £300 m this year, compared with £400 m in 1969 and £330 m last year, according to the Chemical Industries' Association.

Actual expenditure on plant, buildings and vehicles this year, at constant 1963 prices, is expected to be only £250 m compared with the record £277 m of 1970.

That 11 per cent fall, it is thought in the industry, will be followed by further drops of 10 per cent and 9 per cent, in 1972 and 1973 respectively, bringing 1973 spending below the level of 1969.



Pictured in the Regent Street offices of the Association of the British Pharmaceutical Industry are members of a top-level medical team from the USSR who represent the principal State health institutions in Moscow. Leader of the delegation Mr M. A. Kluev (left) head of pharmacy at Moscow's Ministry of Health, shakes hands with Mr Edmund Teesdale, director, ABPI (see story on this page)

The Society names 15 new Fellows

The panel of Fellows of the Pharmaceutical Society of Great Britain has announced the names of fifteen members who will be designated Fellows of the Society from June 9.

The fifteen, all named "for distinction in the profession of pharmacy," are:

James Ian Aitken, South Africa.

Alfred Charles Alen, Saffron Walden, Essex.

Louis Scott Cruickshank, Dacca, East Pakistan.

Alfred James Eves, Wyton, Cumberland.

William Howarth, Leeds.

Alfred King, London N 20.

Geoffrey Stafford Knowles, Hoylake, Ches.

Mungo McGilchrist Malloch, Andover.

Ronald Macdonald Murray, Middlesbrough.

Denver Leigh Rees, Swansea.

John Tomlinson, Manchester.

David Caird Cornfoot Wallace, Dundee.

John Turnbull Welsh, Larbert, Sterling.

Cyril Henry Wilkins, Ontario, Canada.

Herbert Williams, Reading.

Dandruff shampoos

If dandruff takes eight days to develop, washing your hair once a week controls it, says the June issue of *Which?*

Sufferers from dandruff are advised to wash their hair more often with their usual shampoo but if the shampoo does not shift the scales or if they return well before the hair would normally be shampooed again they advise the reader to consider the use of a medicated or anti-dandruff shampoo.

Which? finds little evidence that simple antiseptic shampoos are better at clearing dandruff than ordinary shampoos. If antiseptic shampoos do not clear dandruff, then those containing zinc pyrithione or selenium sulphide are the ones to look out for. In the case of the latter, which is poisonous, the instructions should be followed carefully.

Nine simple antiseptic shampoos and five shampoos based on either selenium sulphide or zinc pyrithione are listed.

If all else fails, try your doctor, as there is always a slight chance that the dandruff may be caused by something which he can deal with, concludes *Which?*

Advanced drug selection in USP

The process of drug selection for the United States Pharmacopeia is to be computerised.

The USP convention has appointed Mr Raymond Jang to manage its drug information systems. He will be responsible for devising a scientific procedure for obtaining the best judgments from the USP's network of volunteer medical experts.

This will be done by using methods developed in the social sciences for measuring attitudes and studying decision making.

Computer techniques will be developed to put the Pharmacopeia's admissions programme on a continuous basis.

This approach to the inclusion of drugs is expected to give more help to health practitioners. Computerisations will lead to the production of companion publications aimed specifically at the practising pharmacist and physician.

Mr Jang graduated in pharmacy in 1963. He has served as data processing consultant to the American Society of Hospital Pharmacists and has done several computer projects, including one which involved editing physicians' medication orders in a pharmacy. He is at present involved in a doctoral thesis studying the professional performance of community pharmacists.

Ceylon importers want more

Importers of medicines in Ceylon have made representations to the Health Department seeking a revision of prices on the grounds that the existing controlled prices are below those assured to the pharmaceutical trade by the Government.

The prices assured by the Government, they claim, are 100 per cent above cif value, but they claim that the entire amount does not accrue to them as profit.

Duty takes 25 per cent; 5 per cent is spent on clearing goods while there is a mark-up to 35 per cent for the retail trade.

Importers are ultimately left



Sales in Holland of Strepsils, Boots' antiseptic throat lozenges, increased from 50,000 tins a year in 1968 to nearly a million tins in 1970. In recognition of the achievement Boots Pure Drug Co recently entertained a party of representatives of Bergerac NV of The Hague — their agents in Holland. A highlight of their two-day visit to England was seeing the Dutch football team Ajax win the European Cup at Wembley. Picture shows Hugo de Groot (foreground), managing director of Bergerac, and his party after they had been presented with their tickets for the final by Mr L. A. Coombe, marketing director of Boots (left)

with a mark-up of only 35 per cent which works out to about 20 per cent of the wholesale price of an item. The retailer makes a profit of 17½ per cent of the retail price.

The present price list allows for an amount less than 100 per cent of the cif value on most items. As importers have been requested to absorb the difference, it is uneconomical for them to do so in some instances, they say.

Indian imports liberalised

The India Government has liberalised the import of drugs, medicines and hospital equipment. Any person can now import drugs and medicines up to Rs200 without any import licence whatsoever, while hospitals and medical institutions can import drugs and medicines valued up to Rs1,000 at a time for their own use.

Hospitals and medical institutions can also import medical instruments, life-saving equipment and appliances, their parts and accessories up to a value of Rs2,000 at a time.

Essential oils concession ?

The Department of Trade and Industry have advised that they are considering an application for the removal of import duty

on the following non-terpeneless essential oils: Orange, clove, citronella, patchouli and cedarwood.

At the moment these oils attract, at full rate, an 8 per cent duty (nil from Commonwealth countries). Requests for a statement of the applicant's case must be made in writing together with an undertaking to keep the contents confidential to the Department's Tariff Division, 2 Central Buildings, Matthew Parker Street, London SW 1 before June 29.

Irish news

Pharmacy changes in Dublin

Two Dublin pharmacies have closed down recently and two others have changed hands. Gone are Gallaghers of Fairview, while Mr John Burke has disposed of his premises in Wainsfort Drive but still retains his pharmacy in Marlborough Street.

Dr Eoin Dowling has sold his pharmacy in Crumlin Road to Mr Ned Hughes who had a pharmacy in nearby Windmill Road which he is now transferring to Crumlin Road. Mr John O'Connor has closed his premises in Fenian Street having acquired Potters' pharmacy in Bath Avenue, Sandymount.



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COMPANY NEWS

Rheims factory opened for ICI Pharmaceuticals

The largest pharmaceuticals factory built by ICI in Europe, designed to manufacture "ethical" medical products, was opened near Rheims, France, last Friday.

To be operated by Laboratoires Avlon (ICI's pharmaceuticals company in France) the factory, on a 30,000-square-metre site, has a production capacity five times greater than the former factory at Enghien-les-Bains near Paris.

This is the second new pharmaceuticals factory ICI has opened in the European Economic Community in the past eight months. At the end of October, 1970, a new Italian plant came on stream near Milan.

Built at a cost of over £1m and designed by ICI pharmaceuticals division, the Rheims factory will process and pack bulk chemicals supplied by the UK parent as well as developing its own products. The factory has one of the largest and most modern sterile manufacturing areas in France supplying a high-speed automated packaging line capable of handling 3,600 units an hour. There is a laboratory, warehouse and services and amenity block.

France has been for many years ICI's largest European market for pharmaceuticals. Laboratoires Avlon has a staff of 150 and annual local sales exceeding £2½m.

To test derivatives

International Chemical & Nuclear Corporation (ICN), have signed an agreement with Imperial Chemical Industries Ltd under which the pharmaceutical division of ICI will perform pharmacological evaluations on a series of ICN chemical compounds for possible clinical trials.

The compounds, which were developed at ICN's nucleic acid research institute in Irvine, California, are related to components of nucleic acid, substances common to all living cells. These nucleic acid deriva-

tives are being investigated for their therapeutic efficacy against arthritis, asthma, tuberculosis, heart and other diseases.

Gateway stores march ahead

Gateway Securities Ltd, the Bristol-based company of supermarkets which has been buying up a number of pharmacies pushed up sales by 27 per cent to £15.8m and pre-tax profit by 20.8 per cent to £475,000 in the year ended March 31.

The chairman, Mr E. Harbottle says that at the year-end 75 foodmarkets were in operation with a total footage of 204,000 sq ft, 10 new stores were opened, three extended and four closed. Six new chemist shops were opened, making a total of 16.

More from Sangers

Group profit, before tax, of Sangers Ltd increased to a record £893,405 in the year ended February 28 from £807,016 in the previous year. A higher dividend is proposed of 18 per cent against the equivalent of 12½ per cent. Further improved results are expected in the current year. Turnover in 1970-71 was £27.35m (£23.31m).

Polaroid's 1970 results

Polaroid Corporation's annual report for 1970 shows that sales by the parent company, at \$444.3m, were down by 4.6 per cent on 1969, while net earnings were lower by 3.1 per cent at \$61.1m.

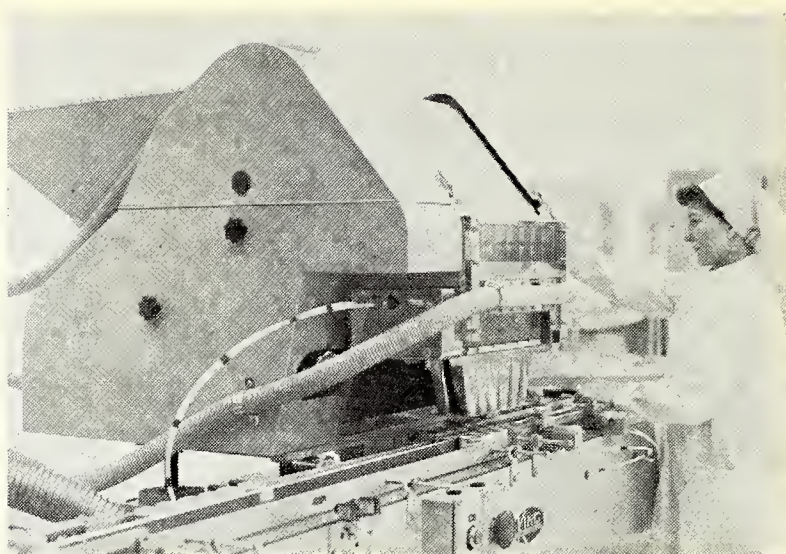
However, sales by foreign subsidiaries increased by 26 per cent to \$88.8m.

Rimmel push up profits

Profit, before tax, of Rimmel Ltd for the year ended March 31 rose to £579,091 from £503,439 and net profits to £360,091 (£282,516). Dividend is raised to 16 per cent (equivalent 12½ per cent). A one-for-five scrip issue is proposed.

Dunbee-Combex pay less

Dividend of Dunbee-Combex-Marx Ltd is being reduced from 54 per cent to 40 per cent. Profit, before tax, was £303,794 in 1970 against £430,922 in 1969, and net profit £198,690 (£242,344).



ICI's new pharmaceuticals factory at Rheims in Northern France, which was officially opened on June 4, is the largest to be built by pharmaceuticals division in Europe (see this page).

To expand in Holland

Wimborne Chemicals Ltd who have pioneered a reclamation and processing service for a number of years, have linked up with a major Dutch organisation to create in Holland the range of facilities already available in the United Kingdom.

Wimborne have joined with NV Centrale Potaschraffinerij (a subsidiary of Zuid Nederlandsche Spiritusfabriek) to form a new processing and special manufacturing company trading as NV Wimborne-CPR.

The new company is based at Bergen op Zoom near Rotterdam, and proposes to offer all industries in the Netherlands (and elsewhere in Europe) an extensive service for the processing and special manufacture of a wide range of chemicals and solvents.

In brief

F Hoffmann-La Roche, Basle, Switzerland, are paying an increased dividend for 1970 of SFr500 (SFr440) gross per share after rise in net profit to SFr60.63m (SFr56.16m). A one-for-10 issue of gratis dividend certificates is being recommended.

Albright and Wilson Ltd: The "package deal" whereby the American oil company Tenneco could eventually gain control of Albright (C&D, April 10, p416) was approved after a heated debate at the annual meeting on Tuesday.

Pure Chemicals Ltd, have changed their name to Interstab Ltd. The company forms part of the chemical division of Akzo. Novadel Ltd, who are also associated, say they do not expect any hold-up following a fire at their Gillingham, Kent, factory last week.

Pfizer Inc., USA: Sales in first quarter totalled \$216.5m, up about 7 per cent from sales for first quarter of 1970. Earnings increased over 11 per cent to \$19.973m.

Innovcom Ltd is a new company designed to provide innovative product ideas and a problem-solving service to small and medium sized firms which do not have a permanent research and development organisation of their own. Innovcom's panel of technologists is headed by former Geigy divisional managing director Mr B. V. Clifton. Headquarters of the company are at Southbank, Davylands, Wilmslow, Ches.



In preparation for the move to their new headquarters at Pontypool, South Wales, Parke Davis & Co have begun moving some of their plant. Here is seen the first of their capsule manufacturing machines leaving Hounslow. The machine can produce around 240 million hard capsules a year.

PEOPLE

Mr John Tinker and Mr Edward Ashpole, both freelance science writers, are the recipients of this year's Glaxo Travelling Fellowships. Each receives an award of £500. Mr Tinker intends to use his Fellowship to visit the United States to study relationships between ecology and politics, and the effects of this on scientists. Mr Ashpole will follow up his interests in the life sciences; especially his interests in the scientific basis of wildlife conservation. The awards will be presented by Glaxo chairman, Sir Alan Wilson, FRS, on June 25.

Deaths

Dickinson: Recently, Mr David Thomason Dickinson, MPS, 15 Chatsworth Drive, Hoole, aged 87. Mr Dickinson was associated with the London Hospital's catgut department for many years. For 30 years he visited many British hospitals and after the 1939-45 war was a member of a specialist team which inquired into the conditions of hospital supplies and equipment in Germany. His responsibility covered supplies of catgut and other suture materials for surgical work.

Longland: Recently, Mr John Willie Longland, MPS, 53 High Street, Rishton, Blackburn, Lancs, aged 71. Mr Longland qualified in 1922, going to Blackburn before moving over 31 years ago to Rishton, where he opened two pharmacies.

Randolph: On June 4, Mr Peter Randolph, chairman, Wilkinson Sword Ltd, aged 51.

Appointments

Parfums Givenchy Ltd have appointed David Charlton their field sales manager. He formerly held the post of West Country representative.

Duphar Laboratories Ltd have promoted representative Stewart Woodcock (41) to regional manager of North and West London and adjacent counties. Stewart Woodcock joined the company a year ago.

Wilkinson Sword Ltd have appointed Mr Terry Stewart senior products manager of their UK consumer products

division. He will be responsible for the marketing of Wilkinson Sword's double-edged razor blades.

Macdonald & Taylor Ltd, have appointed Mr A. P. Whittam their national field sales manager. He will control the company's 35 sales representatives covering retail and wholesale outlets. Mr P. W. Greeves has been appointed London manager, with special responsibility nationally for multiple accounts. Both men have served as sales representatives and area managers with the company prior to these promotions.

Wellcome Foundation Ltd. Mr J. V. Thatcher, general sales manager UK (veterinary and livestock) of Cooper, McDougall & Robertson Ltd has been appointed veterinary adviser to the Wellcome and Cooper companies in Japan. He will be responsible to Mr R. K. Cain, the group's residential manager in Japan of Nippon Wellcome Co and will be concerned with the development and sale of veterinary and animal health products throughout the country.

NEWS IN BRIEF

□ New rates for elastic hosiery are included in the Drug Tariff (Scotland) revision of prices for June 1971.

□ Sales by chemists and photographic goods dealers in Northern Ireland were 7 per cent lower in February than in the corresponding month of 1971, according to figures released by the Ministry of Commerce.

□ The Royal Society of Medicine, 1 Wimpole Street, London W1M 8AE, has published "Units, symbols and abbreviations: A guide for biological and medical editors and authors." It contains the recommendations of a working party set up at a conference of medical editors held in London in December 1968, and costs £0.54 per copy, post free.

□ The Searle group of companies are holding a series of exhibitions, incorporating lectures and films, to show their range of products—from pharmaceuticals to laboratory and hospital equipment. Titled "Life Sciences '71," the exhibition will be in Glasgow, June 15-17; Manchester, June 22-24; Birmingham, June 29 to July 1; Bristol, July 6-8. Invitations from the group marketing coordinator, G. D. Searle & Co Ltd, Lane End Road, High Wycombe, Bucks.

Topical reflections By Xrayser

Captain of your soul

I read with great interest the contributions designed to assist the young graduate to reach a decision as to his future career. The world is his oyster. He may seek independence in retail practice, opportunity with the multiples, unequalled experience and challenge with the biggest multiple of them all, wide scope in industry, wider horizons on board ship, self-reliance and adventure overseas, or employment in one of fourteen of the larger prisons in England and Wales.

If none of those mentioned has the requisite appeal, there is still teaching that might be undertaken, or employment in the Royal Navy.

I sincerely envy the graduate of today and compare his lot with that of my own generation who considered themselves among the more fortunate if they found a job in pharmacy.

There were, at that time, many more applicants than there were vacancies, and some were glad to take anything, even remote from their profession, to keep body and soul together. One did not, in fact, choose; one took what was offered and held on grimly.

In the excellent summaries you give, I note the following: "It should be remembered that many wholesalers have a manufacturing side to their business." Forty years ago, I cannot think of one which did not, and one was supplied with bright and freshly-filtered tinctures and infusions, in clean and polished bottles which were a credit to the house concerned. Today, I find that they have been manufactured many miles from my distributors and that the task of filtration falls to me. But then tinctures and infusions are almost as dated as I am.

The next forty years

Mr J. P. Kerr's look at how the practice of pharmacy will develop in the next forty years is a bold piece of crystal-gazing, but none the less valuable for that. Mr Kerr himself will probably be the first to admit that no-one, forty years ago, could have foreseen the vast upheaval that has taken place: the birth of the antibiotics; the coming — inevitable as it must have seemed to some — of the National Health Service; the enormous proliferation of the proprietary preparations to the virtual exclusion of the individual prescription requiring extemporaneous compounding; the changes in wholesale practice referred to above; the birth and rapid growth of the health centre — all leading to changes unprecedented in the practice and organisation of pharmacy.

Yet Mr Kerr is right to try to see the outcome of present trends. The graduate of today is the product of an intensive course in pharmaceutical sciences, far ahead, in all but years of experience, of the product of my college days, and pharmacy will have failed in its purpose if that specialised knowledge is not used to the full. It can, and it must, be used in all the fields covered by your survey.

Pharmaceutical control

Professor Shellard states (p 723) that the economic climate does not hold a great future for individual private retail pharmacists — a view not shared by Mr Kerr, though he does refer to an increase of purely professional pharmacies, some probably consortium establishments associated with health centres. But one principle remains unchanged. However and wherever pharmacy is practised, its control must be in the hands of the pharmacist.

NEW PRODUCTS AND PACKS

Prescription specialities

For potassium depletion

Astra Chemicals have introduced Kalium Durules, a sustained release form of potassium chloride in tablets, each containing 750 mg. The product is indicated for the prevention and treatment of potassium depletion. Full details will be given next week.

Packs are of 100 tablets (£0.30 trade), 500 (£1.38) and 5,000 (hospital pack, £9.50). (Astra Chemicals Ltd, Watford, Herts.)

Over-the-counter medicinals

External pain reliever

Promoted for sale by mail order, but available to the trade in minimum order of 10, is Dalton Sweet Relief, claimed to relieve rheumatism, muscular pains, etc, and to be refreshing in cases of nervous strain or fatigue when dabbed on forehead and neck.

Dalton Sweet Relief contains isopropyl alcohol 60 per cent, menthol 0.6 per cent, sodium chloride 0.5 per cent and methyl salicylate 0.1 per cent, deionised water to 100.

Pack is a cartoned plastic bottle of 180 ml (£0.37). (Dalton Supplies Ltd, Nettlebed, Henley-on-Thames, Oxon.)

Opas tablets roll pack

Opas tablets are being issued in a new roll pack of 12 (£0.06). A display box holds 36 rolls.

National advertising begins in mid-August in four Sunday newspapers, and a regional campaign will cover Lancashire and Yorkshire through the *Daily Express*. (Wigglesworth Ltd, Westhoughton, Bolton BL5 3SL.)

New lipstick range from Cyclax

Cyclax are introducing a new range of 22 lipsticks to go with new house colours of purple and silver and a new logo.

The lipsticks are to a new formula and are almost double the size of those in the old range. The colours—said never to darken or stain—are bold red, Brighton beige, burnt almond, cheeky pink, Chelsea peach, English rose, mellow Burgundy,

mulberry mousse, sly pink, Victorian pink and lip dew (creams), and burnt toffee, casually coral, cyclamen frost, gilt peach, hunting pink, peach dew, pink glimmer, rose frost, sea shell pink, spun blush and tangerine frost (pearls).

The case reflects the new house colours. Price of each lipstick is £0.72. (Cyclax Ltd, South Molton Street, London W 1.)

Eyeliners "breakthrough"

Yardley have launched soft tipped Flowliner eyeliners. Completely new in concept, the liquid colours flow from a soft felt applicator and "make eye colour artistry child's play." Encased in a slim black polystyrene container, Flowliner is available in six shades — grape vine, purple prow, smoky green, green light, floosie blue and blue dusk.

The Flowliner (£0.94) is fully enclosed in a slim two-colour carton containing a simple instruction leaflet. For point-of-sale, an eye-catching merchandiser resembling an artist's palette is offered. (Yardley of London Ltd, 33 Old Bond Street, London W1.)

Hygiene addition from NPUM

NPU Marketing have added a dry spray antiperspirant deodorant (£0.30) to their personal hygiene range.

The product is under the Nu-Mist brand and is a natural companion to the well-established Nu-Mist family deodorant. The 120g aerosol can is identical in design, product differentiation being achieved by colour variation. (NPU Marketing Ltd, 321 Chase Road, London N 14.)

Cardinelli's new eyelashes

A new range of synthetic eyelashes, Aquash, has been introduced by Cardinelli.

The range consists of six styles — waterproof enables a girl to bath and swim while wearing them. A free display stand is given with initial orders of 2 doz pairs.

The six styles are Brakers, Sprinklings, Splashes, Tidal Waves, Ripples and Sprays. All are available in either black or brown. (Cardinelli Beauty Products Ltd, 339 Green Lanes, Haringey, London N4 1EA.)

Sundries

Flexible straws for the bedridden

Sweetheart "bendy" Flex-Straws, used in hospitals to enable bedridden patients to drink in comfort even when lying down, are now being made available for sale by chemists. The retail carton contains 100 white Flex-Straws (£0.15).

An advertising campaign has been mounted aimed at the home user, and at people responsible for treating bedridden patients in their own homes. (Hygienex Industries Ltd, College Road, Fishponds, Bristol.)

Photographic

For the professional

Kodak have issued a new medium speed black and white film designed for the professional photographer. It is coated on a thick base (0.18 mm). Packed in boxes of 25 sheets and is available in normal sizes. (Kodak Ltd, Kingsway, London WC 2.)



PRESCRIPTION SPECIALITIES

FOLEX - 350 - C

Manufacturer Rybar Laboratories Ltd, 6 Park Avenue, Tankerton, Kent

Description Buff coloured tablets each containing 308 mg ferrous fumarate, 350 mcg folic acid and 50 mg ascorbic acid

Indications Prevention of megaloblastic anaemia of pregnancy

Dosage One tablet daily throughout pregnancy

Packs Of 50 (£0.25, trade) and 500 (£1.32)

Issued June 1971

RYNACROM

Manufacturer Fisons Pharmaceuticals Ltd, Derby Road, Loughborough, Leics

Description Single-dose hard gelatin capsules for use in a specially developed nasal insufflator, each capsule containing 10 mg disodium cromoglycate with an inert carrier (lactose)

Indications For prophylactic use in seasonal allergic rhinitis

Dosage One capsule to each nostril, four times a day

Notes Rynacrom is for prophylactic rather than symptomatic treatment. There is no anti-inflammatory or decongestant activity, consequently regular dosage rather than intermittent use is recommended. Concomitant anti-histamine therapy can often be reduced or discontinued when the condition is under control

Side effects Occasional slight irritation of the nose may occur on insufflation

Packs Of 100 capsules (£3.15, trade). Insufflator free

Supply restrictions Recommended on prescription only

Issued June 1971

ZINCOMED capsules

Manufacturer Medo-Chemicals Ltd, 144 Fortess Road, London, NW 5 2JL

Description Blue and white capsules each containing 220 mg zinc sulphate

Indications To accelerate the healing time of open wounds, particularly leg ulcers, bed sores, etc

Dosage One capsule three times a day

Packs Of 100 (£0.55, trade +PT) and 250 (£1.20 +PT)

Supply restrictions Hospitals only

Issued June 1971

TRADE NEWS

New strength of Duphaston

In order to rationalise Duphaston tablet strength and pack sizes to the current dosage regimen, Duphar Laboratories Ltd, Telford Road, Basingstoke, Hants, are introducing a 10-mg tablet in bottles of 80 and 500 tablets. It will replace the present 5-mg tablets in bottles of 20, 100 and 1,000 tablets which will be discontinued as soon as current stocks are exhausted.

All orders received for Duphaston will be filled with the 10-mg strength unless 5 mg is specified. Most wholesalers have an initial stock of the new tablets.

Prednisolone presentation

Parisilon tablets from Riker Laboratories, Morley Street, Loughborough, Leics, contain prednisolone disodium phosphate in a porous plastic matrix. There are two strengths 2.5 mg (30 for £0.65, trade) and 7.5 mg (30 for £1.50). It is understood that there is no active promotion of the product in this country at the present time.

Ulcagel name change

White Laboratories Ltd, Penarth Street, London SE 15, have changed the name of Ulcagel to Rinstead-Gel. All stocks supplied to the trade in future will be under the new name.

The action has been taken to more closely identify the product with Rinstead pastilles and an increased acceptance by the public of the new name is anticipated. Prices remain the same.

Italian range available

Trend (Beauty Aids) Ltd, 136 Station Road, Edgware, Middlesex, have been appointed sole UK agents of Pierrel Associate SpA, Milan, for the distribution of their Danusa and Danuselle ranges.

Woodwards baby cream

W. Woodward Ltd, 43 Clapham Road, London, SW 9, point out that Woodward's baby cream is still available. The product was erroneously deleted in last week's price supplement.

Monsieur Worth soap

Worth Perfumes Ltd, Magnolia House, 160 Thames Road, London W4, have added *Savon* (£1.25, 4½ oz) to their Monsieur Worth series.

Distribution change

All orders for Biotex should now be sent to Lilla Edets Sales Co Ltd, 30 New Bridge Street, London, EC4V 6BJ. Tel: 01-236 5757/8.

Glaxo injection pack changes

Glaxo Laboratories Ltd, Greenford, Middlesex, announce that the existing

packs of the four injectable preparations, containing 6 x 1 ml ampoules, are being replaced by packs containing 5 x 1 ml ampoules. The cost per ampoule remains unchanged. The products are: Betncsol injection 4 mg, Efcortisol injection 100 mg, Nco-Cytamen 250, Neo-Cytamen 1000.

Beecham price increases

Beecham toiletry division, Beecham House, Brentford, Middlesex, have announced revised price structures for Amami styling lotion and Silvikrin shampoo. Details in the price supplement.

New Fresh & Dry sizes

Bristol-Myers Products, Stoncfield Way, Ruislip, Middlesex HA4 0JN, have replaced the 100-g and 185-g sizes of Fresh & Dry with aerosols of 120g (£0.42) and 165g (£0.54).

Prices to advance

Robinson & Sons Ltd, Chesterfield, Derbyshire, are advancing the prices of Mene towels, Cameo tampons, Nikini pads and garments and belts on June 14.

Temporary address for orders

Wilcox, Jozeau & Co Ltd state that their offices and warehouse are now temporarily at 6 Mercer Street, London WC2H 9QG (telephone 01-836 9597).

Savlon hospital concentrate

As soon as stocks of Savlon hospital concentrate one quart tins are exhausted ICI pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, Cheshire, propose to replace it with a one-litre polythene container. (£0.69).

Seauqua sampler

Elizabeth Arden, 76 Grosvenor Street, London, W1A 2AE have taken three of the most popular items from the Seauqua range of bath preparations and packed them together in special sizes (£1.40). The trio comprises Sea Emollient, Foaming Sea Bath and Soothing Sea Splash, packed in striking blue/green lightweight bottles to eliminate breakage and spills, their marbelised caps are exactly the right size to be used for a measure.

Christmas showrooms

H Bronnley & Co Ltd, At 10 Conduit Street, London W.1, from June 14 by appointment, June 14-17, Skyways Hotel, Southampton.

Bonus offers

Wigglesworth Ltd, Westhoughton, Bolton BL5 3SL. Opas tablets roll pack introductory bonus. With one display box (36 rolls), 6 rolls free; 3 boxes, 24 free; 6 boxes, 36 free; 12 boxes, 72 free. Until September 3.

E. C. De Witt & Co Ltd, Seymour Road, London E 10. Placidex, 100 ml size. 14 invoiced as 12 on 1 doz and over. Placidex, 50 ml size. 14 invoiced as 12 on 3 doz and over; 13 invoiced as 12 on 1 and 2 doz. No Rash nappy rash cream. 14 invoiced as 12 on 2 doz and over; 13 invoiced as 12 on 1 doz.

INFORMATION FOR MANUFACTURERS

Printing Trades Directory

A guide to close on 6,000 printers is provided by the Printing Trades Directory for 1971 just published by Benn Brothers Ltd, Bouverie House, 154 Fleet Street, London EC4A 2DC (£6 plus handling charge). The information is detailed alphabetically, as well as being given in a geographical index of printers, which also notes the type of work undertaken.

Language service

To complement a company's existing interpreting arrangements, Business Language Services, 41 Glenavon Gardens, Slough, Bucks, say they can arrive at short notice for on-the-spot translations and interpreting. A telephone call to Slough 23056 or 01-858 3975 and overseas guests can be met at the airport.

Multi-purpose plastic aprons

The laundering and provision of adequate supplies of protective garments for staff is now so costly that many are turning to plastic aprons which are durable enough to re-use but inexpensive enough to discard when badly soiled.

Beta-Quest Products have designed an unique wall dispenser to house their multi-purpose plastic aprons.

Flat and compact, the dispenser maintains the aprons in a hygienic condition until the moment of use. The aprons have a full wrap around width of 30 in and lengths of 42, 48 and 58 in. (Beta-Quest Products, 3a Canal Estate, Langley, Bucks.)



PROMOTIONS

Olympics prize

The whole field of sport and games is the theme of a photographic competition organised by Agfa-Gevaert, for which prizes are 20 package tours (for two people) to the 1972 Olympic Games in Munich. Entry forms and details are now available to photographic goods dealers.

The best pictures will be bought and displayed in a big photographic exhibition in Munich, home of the Agfa camera factory.

An Agfacolor print measuring $3\frac{1}{2} \times 3\frac{1}{2}$ or $3\frac{1}{2} \times 5$ has to be submitted as an entry in the appropriate place on the entry form. Entries will be judged in the United Kingdom by a preliminary jury, and the leading entries will then go forward to Germany where they will be judged with others from all over the world.

The closing date is October 30. (Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex.)

Support for Vosene

A "testimonial" theme—found to be successful in previous advertising—is used in the current television campaign for Vosene medicated shampoo. The "commercial" which, it is claimed, will be seen by 75 per cent of all women in the UK, will be appearing until the end of July.

At the same time, Vosene is now available in reduced-price packs offering savings of 3p and 4p on standard and economy bottles respectively. These reductions mean that Vosene standard packs will retail at a recommended price of 12p and 24p. (Beecham toiletry division, Beecham House, Great West Road, Brentford, Middlesex.)

Jordan toothbrush offer

A transparent "travel cover" is currently being offered free with Jordan toothbrushes. The cover is designed to appeal to those buying a new toothbrush before going on holiday, and is said to protect the brush head "without taking up valuable space."

The promotion is being supported by special point-of-sale material designed to fit the Jordan five-dozen rectangular and pole units, and the two-dozen Rotunda units. Each toothbrush will carry a "Free Travel Cover" flash. (Wilkinson Sword Ltd, Sword Works, Southfield Road, London W 4.)

Consumer offers

□ Fiesta decorated household paper towels will carry a new on-pack promotion during June and July. Manufacturers Bowater-Scott, are giving away a voucher for 10p to every consumer who sends in two double pack wrappers, which is redeemable against the next purchase of Fiesta. Full details are featured on the pack. (Bowater-Scott Corporation Ltd, Bowater House, Knightsbridge, London SW 1.)



□ NPU Marketing are offering a free pair of tights with three bottles of Lotus shampoo. The consumer has simply to send in three neck labels from the shampoo bottles. The offer is promoted by a special crowner, which fits on to the Lotus shampoo display unit, available from NPUM representatives. (NPU Marketing Ltd, 321 Chase Road, London N 14.)

□ A set of 12 cards giving month-by-month gardening advice, is the latest premium offer from Phillips Laboratories. The calendar cards, which are printed in colour and available in a presentation box, give on the reverse face general advice on how to keep healthy. Cost for the set is 20p, inclusive of postage and packing. The first card is free, covers the month of June and is available for use by chemists in displays of Phillips products during the month. (Phillips Laboratories, St. Mark's Hill, Surbiton, Surrey.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: Lc, Y, Sc, So, NE, U, We, B, G, CI

Andrews Liver Salts: M

Band-Aid washproof plasters: Ln, M, Sc, WW, So, G

Body Mist: All except E

Brylcreem: All except Y, E

Cool Charm: Ln, So

Johnson's baby lotion: Ln, M, Lc, Sc, WW, So, G

Johnson's baby shampoo: A

Macleans: All except We, E, CI

Mum large: All areas

Mum Rollette: All areas

Poly Lady: All except M

Polaroid cameras: All except E

Silvikrin shampoo: WW, We

Trufood Spoonfoods: Lc

Wella: Ln, Lc, Y, Sc, WW, NE, A, G

Vosene: Y, So, NE

NOTES ON NEW MEDICAMENTS

Taciturn

Chemistry: 1-methylaminomethyl-dibenzo (b,e) bicyclo (2,2,2) octadiene, also known as benzoctamine hydrochloride.

This compound is psychoactive, its chemical structure marks an approach to the problems of mental illness which differs from previously examined psychotherapeutic substances. Although superficially it may appear to have certain links with the tricyclic antidepressants, the central ring carries additional substituents that give the compound an unusual three dimensional configuration. That change is reflected both in its mode of action and reduction in toxicity.

Benzoctamine has both a central and peripheral action; the former is shown in pure anxiety states, as well as in conditions where the anxiety may be masked by overtones of depression.

The peripheral action is shown by its relaxant effect on muscle fibres. That action is complementary to its psychotherapeutic potency, as many cases of psychic tension have somatic manifestations of related muscular tension, which may include conditions of the cardiovascular type, and respiratory and gastrointestinal malfunction.

This effect is presumably linked with the adrenolytic and histaminolytic action of the drug. The low toxicity of benzoctamine is also an advantage, as the instability of many patients with psychiatric disorders increases the risks of excessive self-medication. Exceptionally large doses, even if taken over several days, produce little more than sedation.

On the other hand, benzoctamine is of little value in endogenous depression, as relief of any associated anxiety may cause an apparent exacerbation of the depressive state.

Catapres

Chemistry: 2-(2,6-dichlorophenylamino)-2-imidazoline hydrochloride.

Approved name: Clonidine. It is chemically related to tolazoline and phen-tolamine, imidazolines that cause a peripheral vasodilation, which is too brief or abrupt to be of any value in lowering the blood pressure in hypertension.

Clonidine represents a new pharmacological approach as it has no direct vasodilator action, yet can lower the blood pressure in hypertension. That effect is not produced, as with some other drugs, by blocking neuro-transmission, but appears to be mediated by decreasing the sensitivity of the peripheral vessels to sympathetic nervous system stimulation. In this way the normal reflex response to physiological demands is not suppressed. It is of interest to note that although tolazoline has a peripheral vasodilator action, it can reverse the hypotensive effects of clonidine, possibly by competing for a common receptor site.

New complete treatment for Athlete's Foot—by Scholl

1. TREATING THE CONDITION

Scholl S.1. This liquid Borotannic Complex kills any fungus on the skin and penetrates deeply. It is brushed on easily, dries quickly and requires no dressing. Symptomatic relief is almost immediate. A course of fourteen days treatment however, is advisable to deal with the deep seated spores.

2. PREVENTING REINFECTION

Scholl Athlete's Foot Powder. New Scholl Athlete's Foot Powder was developed as a companion product to S.1 and should be used in conjunction with it—also as a preventative measure against reinfection after the full course of liquid treatment is completed. For dusting on feet and in foot-wear.

Such is the persistence of Athlete's Foot that a recommendation for something new is often sought by the public. These two Scholl products provide a complete course of treatment both new and effective.



Scholl S.1 (Liquid) Rec.Retail Price 37p

Scholl Athlete's Foot Powder Rec.Retail Price 20p

MACDONALD'S

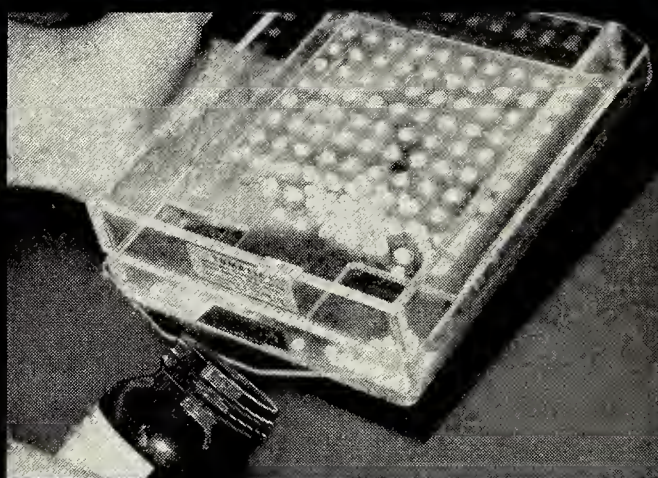
Certormatic

streamlined dispensing

saves time, speeds service

Tablets and Capsules
counted fast and
accurately . . .

USING THE UNIQUE 'TUMATIC'
tablet and capsule counter you can
dispense exactly the prescribed quantity
straight into the bottle.
Time-saving, much more hygienic
and absolutely accurate.



Into Coplastic bottles
from the new 'Certor'
bottle dispenser . . .

A SLIM, STREAMLINED UNIT
which holds a full range of lightweight,
crack resistant, clear or amber
Coplastic bottles. The 16, 25, 32 and
48 ml. sections are double banked, with
single banks for the lesser used 66,
90 and 112 ml. bottles:

All are instantly visible through
a perspex front panel, and are only 1/10th
the weight of glass, highly resistant to
breakage and easy to handle.
There is also provision for the 6 screw
closures needed for the full range
of 'Coplastic' tablet bottles
and metric medicals.



paper

SHOPTALK



SUPPLEMENT TO THE CHEMIST AND DRUGGIST PUBLISHED BY KIMBERLY-CLARK LTD., LARKFIELD, KENT. 12th JUNE 1971

NOW, K-C LAUNCHES *Kotex*^{*} TAMPONS

New drive on £25m market



In an all out drive to conquer the £25m.-a-year sanitary protection market, Kimberly-Clark, whose Kotex New Freedom and Kotex feminine towel products are already well established, has launched Kotex Tampons in the London TV area.

Made in two absorbencies, Regular and Super, they are available in packs of 10's and 40's. The new tampon is a unique product incorporating many advanced features. In consumer tests the Kotex Tampon was significantly preferred to the present brand leader.

K-C have led the field in product development since the successful debut a year ago of Kotex New Freedom—the towels and pantie

product, and the relaunch of new softer Kotex feminine towels in a colourful floral design polybag, which have had outstanding success.

The two products together have lifted the Kotex brand share from 5% to nearly 12%; Kotex New Freedom alone captured 4% of the market within six months of its launch, and initial sales of the re-packaged Kotex feminine towels

have been 100% up on the old product.

The line-up of Kotex Tampons, Kotex New Freedom and Kotex feminine towels gives Kimberly-Clark the most up-to-date and sophisticated range of products on the market: they are backed by the same manufacturing resources and marketing expertise as other products from K-C under the well-known Kleenex and Delsey brand names.

Continued at foot of page 3

Kotex* tampons

for growth and profitability

The Kotex Tampon launched this week is the result of seven years research and development in the UK and many years experience in the USA and Canada. Every aspect of the market, its products and future trends, has been studied. Sanitary protection, which has been devoid of significant innovations from other manufacturers in recent years, is predicted to become an important market for Kimberly-Clark and is already a valuable one for retailers in terms of profit per cubic foot. The very nature of the product ensures that growth - currently 7-8% per year - is not affected by the ups and downs of the economy, unlike many other product categories.

K-C's research and development has resulted in a completely new type of tampon with a gentle insertion guide which has significant advantages over conventional tube and digital tampons.

The tampon itself is a blend of 60% cotton and 40% rayon, which allows for gentle expansion and is more absorbent than the brand leader. The entire tampon is contained in a unique non-woven cover to prevent shedding in use.

The Kotex Tampon is the only brand with a tapered end and gentle

insertion guide which enables it to be easily adjusted within the body. The guide is easily flushed or thrown away and makes Kotex Tampons less bulky to carry around than the tube type.

In consumer tests against the brand leader Kotex Tampons were clearly preferred in respect of comfort, ease of insertion, absorbency and disposability of inserter.

A typical layout for sanitary protection products in a self service outlet.



SANITARY PROTECTION MARKET

GROWTH (£m) at RSP

	1969	1970	1971
TOWELS	114	129	133
TAMPONS	9.1	10.6	12.2
TOTAL	20.5	23.5	25.5
TRADE PROFIT	6.4	7.8	8.5

Assumes 33% margin



WEEKLY CHANGES AND ADDITIONS

June Quarterly Price List

THE CHEMIST & DRUGGIST Price List Service

To ensure accurate pricing, look first in this supplement under This Week's Changes and Stop Press followed by the Cumulative Section commencing on p 1. If the price you are seeking does not appear in this supplement, refer to the Quarterly List. Discard earlier supplements.

Trade prices are given per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Light upright figures (0.14) is a suggested guide. A = Price advanced. R = Price reduced. ● = New entry. D = Delete. C = Correction. = Insert.

	Trade £·p	Tax £·p	Retail £·p
System (746 Lederle)			
tablets 100	1.42	0.521	2.65
drifts (1521 Pharm Dis)			
drifts (1521 Pharm Dis)			
capsules 4.26dz	1.68dz		0.75
Optoplast (339 CG)			
essings			
25 pieces asst. M95	0.625		0.87
50 pieces asst. M304	0.45		0.63
pieces 150 x 2 1/2 x 2 1/2			
M304M	0.45		0.63
land dressing			
50 x 3/4 x 1 1/2 M97	0.479		0.67
rip			
in x 5yd M266	5.60dz		0.66
in x 1yd M272	1.59dz		0.19
in x 5yd M268	7.95dz		0.95
a (16 AGL)			
chemicals			
Neutol NE			0.26 1/2 I
			0.63
liquid			0.26 1/2
			1.26
Neutol 66			
ms			
ia direct reversal			
5mm 36 exp.			1.30
ters, 25, 30, 32mm			2.34
5.5mm			2.58
6mm			3.27
acolor (16 AGL)			
chemicals			
lm bleach bath			0.56 1/2
lm developer S			0.48
lm fixing bath			0.51
aper bleach fix bath			1.11
aper developer			0.56 1/2
aper stop bath fix			0.47 1/2
jectors 50			20.90 1/2
automatic 50			40.74 1/2
ase			3.09
gative film CN5			
standard cassette			
5mm 12 exp.			0.53

	Trade £·p	Tax £·p	Retail £·p
20 exp.			0.65
36 exp.			0.89
126 20 exp.			0.71
126 12 exp.			0.57
Rapid			0.57
roll film 127, 120, 620			0.48 1/2
reversal film CT18			
126 20 exp.			1.36
35mm			
cassette 20 exp.			1.36
36 exp.			1.96
Rapid			1.09
roll film 127, 120, 620			1.00
8mm cine CT135 25ft.			1.65
8mm cine CK.17 super 8			2.00
8mm Movex cassette			2.15
16mm cine spool 100ft.			4.69
Agfalux (16 AGL)			
flashgun KM			6.06 1/2
CK & CM			3.83 1/2
CI outfit			5.42
Agfascop (16 AGL)			
viewer 10			5.35
20			7.92 1/2
Agfatronic (16 AGL)			
flash guns 140A			23.38 1/2
160A			29.13
220A			40.79
Albion (339 CG)			
cotton wool			
carton 1oz	0.47dz		0.06
4oz	1.22dz		0.13 1/2
1lb	0.32		0.42
paper wrapped 2oz	0.74dz		0.09
8oz	2.10dz		0.23
1lb	0.30		0.40
Albucid (187 B5)			
eye drops ts4B			
10% 10ml	0.23		0.34 1/2
20% 10 ml	0.24		0.36
30% 10 ml	0.25		0.37 1/2
eye ointment 2 1/2% 4 g	0.10		0.15
6% 4 g	0.12		0.18
10% 4 g	0.13		0.19 1/2
nasal spray			
Algesal (894 Nicholas)			
tube 40g	0.14	0.05	0.26
Allergilac (307 C & G) 12oz	5.20		0.29
(2doz)			
Alopecinin (1521 Pharm Dis) ts4B			
pomade 1oz	9.92dz	3.80dz	1.49
tablets 30	9.92dz	3.80dz	1.49
Anethaine (518 Glaxo) †			
cream 20g	0.11		0.15
Asmapax (894 Nicholas) ts4B			
tablets 30	0.35		0.52 1/2
250	2.28		3.42
Atkinsons (76 Atkinson)			
English lavender 21cc			
mini mist			
Gold Medal Cologne			
watch flask			
mini mist			
A toi (76 Atkinson)			
Aurora (243 Cernelle)			
mixed vegetables			
spinach, carrot 7oz	3.90		0.26
(1 1/2 dz)			
Baby Life (79 BLP)			
baby pants			
candy	1.58dz		0.19 1/2
Baycaron (542 FBA)			
tablets 25mg 50	1.18		1.77
150	3.35		5.03
Belle Argent (525 Golden) †			
shampoo hair colouring	2.64dz	1.45dz	0.44
Belle Colour (525 Golden) †	2.64dz	1.45dz	0.44
Bemax (103 Beecham) existing entry			
Bemax (103 Beecham) 12 case rate			
10oz	1.96dz		0.21
20oz	3.47dz		0.37 1/2

Now the only big-profit-big-volume toilet soap for sensitive skins you can safely recommend.
9p & 15p Nationally Advertised

	Trade £·p	Tax £·p	Retail £·p
Benbows (1492 SVC)			
Benbows (67 Ashe)			
dog products			
canker lotion	1.69dz	0.60dz	0.25
conditioner 2oz	1.16dz	0.41dz	0.18
4oz	1.82dz	0.65dz	0.28
capsules			
1/2 t'spoon 40	2.04dz	0.73dz	0.30
3/4 t'spoon 30	2.04dz	0.73dz	0.30
shampoo beauty bath			
sachet 1gal	0.48dz	0.17dz	0.07
soap			
tapeworm tablets	0.78dz	0.28dz	0.11
0.80			0.10
Bio (1400 PBI)			
pot pourri maker	3.40dz	1.18dz	0.37 1/2
Bisks (1530 Fisons)			
chocolate Vienna wafer			
1 meal	1.10dz	0.24dz	0.14
4 meal	2.72dz	0.60dz	0.34
Blue Grass (60 Arden)			
foaming beauty bath			1.70
Bronnley (194 Bronnley)			
soap			
country herb visitor's 6			0.60
Broxodent (713KH)			
electric toothbrush 240v			8.95
universal			10.00
8oz			0.44
Casilan (518 Glaxo)			
Casual (1242 Toni) †			
hair colour	3.42dz	1.79dz	0.55
lightener	3.42dz	1.79dz	0.55
Ceporex (518 Glaxo) T5			
capsules 250mg 20	2.81		
100	13.50		
500mg 20	5.53		
100	26.65		
tablets 250mg 20	2.81		
100	13.50		
500mg 20	5.53		
100	26.65		
syrup 125mg/5ml			
100ml	1.40		
250/5ml			
100ml	2.81		
500mg/5ml			
100ml	5.53		
Ceporin (518 Glaxo) T5			
vial 250mg 5	1.40		
500mg 5	2.70		
1g 5	5.28		
Chantage (76 Atkinson)			
Chekwater (103 Beecham) 12 case rate	1.34dz	0.295dz	0.17 1/2
mixed flavours			
Chilban (436 Evans)			
Color Match (525 Golden)			
hair colourant	2.94dz	1.62dz	0.49
Comet (848 Minnesota)			
chiroprody soap	2.03	0.744	0.19
	(1 1/2 dz)	(1 1/2 dz)	
sponge & soap	4.42	1.62	0.55
	(1 1/2 dz)	(1 1/2 dz)	
Complan (518 Glaxo) 1lb	3.36dz		0.35
Coprolax (397 Dunster)			
capsules 200	2.275		3.41
Coralie's (564 H&N)			
Coralshine powder			0.44
complexion milk 4oz			0.60
8oz			1.05
creams			
skin food, cucumber,			
nourishing, special,			
bleaching, lilac 4oz			0.78
1lb			2.26
2lb			3.82
hand lotions, astringent,			
milky, summer 4oz			0.60
8oz			1.05
hardener			0.41
healing balm			0.50

Specify **Wellcome*** Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent *Trade Mark

		Trade £·p	Tax £·p	Retail £·p
Healthinale	5.3g 1oz	—	—	0.38 0.62
Healthinamel plain cream colours introductory kit	—	—	—	0.45 0.55
Klenza	4oz 1lb 2lb	—	—	1.36 0.50 2.86
mannah 1 and 2 nail grower	—	—	—	0.66 0.66
Nail-o-wax	—	—	—	0.41
oily remover stain	1oz	—	—	0.26
Onox	—	—	—	0.41
restorer	—	—	—	0.38
Reville tissuetone	4oz 1lb	—	—	1.27 4.51
tip white	—	—	—	0.41
Vitanail	—	—	—	0.41
Corega (1178 Stafford)				
denture powder	49g 48g	1.93dz	—	0.23 —
Cortucid (187 85) †s48				
cream	3g	0.35	—	0.52½
Cossack (1038 R&C)				
men's hairdressing aerosol	12oz	3.12	1.71	0.49
Coty (301 Coty)				
Originals	—	—	—	—
eyeliner streamliner	—	0.71	0.39	1.50
eyeshadow frosted creme	—	0.47	0.26	1.00
mascara automatic	—	0.47	0.26	1.00
sheer puffery bronzer	—	0.60	0.33	1.25
Cow and Gate (307 C & G)				
dairy junior foods	6oz	0.93	—	0.05
glucose	16oz (2dz)	2.86	—	0.16
low calcium	14oz (2dz)	10.17	—	0.56½
low lactose	14oz (2dz)	10.17	—	0.56½
milk food	—	—	—	—
full cream	16oz	3.16dz	—	0.30
half cream	16oz	3.16dz	—	0.30
humanized	16oz	3.16dz	—	0.30
skimmed milk food	14½oz (2dz)	3.77	—	0.21
special half cream	20oz (2dz)	6.63	—	0.37
Cremalgin (117 BPL)				
balm	25g 50g	2.00 1.67	0.73 0.61	0.19 0.32
old packs	—	—	—	—
Crystapen G (518 Glaxo) T5				
tablets 250mg	100 500	0.92 4.35	—	—
Crystapen V (518 Glaxo) T5				
suspension	125mg/5ml 100ml	0.30	—	—
syrup	125mg/5ml 100ml	0.30	—	—
250mg/5ml 100ml	—	0.55	—	—
tablets 250mg	100 500 1000	0.92 4.35 8.26	—	—
CVK (Abbott) T5				
capsules 250mg	100 500 1000	0.29 4.35 8.26	—	1.38 6.53 12.39
Filmtabs 250mg	25 100 500 1000	0.27 0.92 4.35 8.26	—	0.41 1.38 6.53 12.39
solution 125mg	100ml	0.30	—	0.45
250mg	100ml	0.55	—	0.83
Daltose (307 C & G) 16oz				
	—	4.97	—	0.27½
Daptazole (894 Nicholas)				
injection 30 mg	6 25	1.69 6.09	—	2.53½ 9.13½
150 mg vial	—	0.47	—	0.70½
tablets 100mg	50	1.32	—	1.98
D.D.D. (359 DDD) (distributors 366 Dendron)				
balm economy	—	2.23dz	0.77dz	0.30
Delta-Cortelan (518 Glaxo) T5				
tablets 5mg	100 500	0.42 2.00	—	—
Dencen (657 IL)				
	—	0.091	0.033	0.17
Dentinox (366 Dendron)				
gel	—	1.49dz	0.52dz	0.22
liquid	—	1.49dz	0.52dz	0.22
Dequadin (34 A & H)				
lozenges 0.25 mg.	20 40	0.10 0.18	—	0.15 0.27
Dicynene 500 (1531 Delandale)				
tablets	60	4.02	—	—
Dixor (379 Dixor)				
overnight cream	—	1.73dz	0.95dz	0.30
Domestos (382 Domestos)				
regular	—	1.806 (1½dz)	—	0.10½

		Trade £·p	Tax £·p	Retail £·p
Droxalin (976 PL)				
tablets	30	1.54dz	—	0.17
Economylin (251 CD)				
tablets/capsules 500	—	—	—	—
Elizabeth Arden (60 Arden)				
gloss over	—	—	—	0.70
Eltroxin (518 Glaxo) †s48				
tablets 0.05mg	100 1000	0.09 0.75	—	—
0.1mg	100 1000	0.12 1.00	—	—
Energen (1114 SEF)				
rolls	(12)	1.24dz	—	0.12½
Englate (894 Nicholas)				
syrup	200ml	0.44	—	0.66
tablets	50	0.44	—	0.66
Entroquin (312 AC) †DDI				
tablets	80	0.33	0.12	0.65
Eucryl (430 Eucryl)				
denture powder	—	0.67dz 0.90dz 0.67dz 1.00dz 1.06dz	0.245dz 0.33dz 0.245dz 0.365dz 0.39dz	0.10 0.13½ 0.10 0.15½ 0.16
tooth powder	—	—	—	—
smokers tooth powder	—	—	—	—
Ex-Lax (440 Ex-Lax)				
laxative chocolate	6 18 36	0.63dz 1.40dz 2.46dz	0.23dz 0.51dz 0.90dz	0.09 0.20 0.35
junior pills	18	0.70dz 1.40dz	0.255dz 0.51dz	0.10 0.20
Exmarid (441 Exrid)				
kennel kleen	40oz 1gal	5.00dz 1.25	—	0.62½ 1.87½
lotion	200ml 40oz	0.15 0.60	0.055 0.22	0.28 1.12
ointment	60g	1.31	0.48	0.25
(10/12dz) (10/12dz)				
Eylure (443 Eylure) existing entry				
brush on make up refills	—	1.24dz	0.64dz	0.21
cosmetic brushes	—	—	—	—
blending brush	—	2.61dz	0.91dz	0.39
eyeliner brush	—	1.41dz	0.49dz	0.21
eyeshadow brush	—	1.68dz	0.58dz	0.25
eyeshadow applicator	—	1.34dz	0.47dz	0.20
lip brush	—	1.74dz	0.61dz	0.26
cosmetic pencil	—	0.83dz	0.43dz	0.14
cosmetic sponge	—	1.14dz	0.40dz	0.17
Disguise	—	5.85dz	3.06dz	0.99
eyelashes	—	—	—	—
natural daytime, almond eye, natural long trim, short trim underlash, sable two star, sable three star, sable four star, Simplifeyes Nos 1 and 2, ready trim close, spikey, spikey wings, standard close fashion lashes—see through Nos 1 8	—	5.26dz 5.85dz 6.44dz 8.27dz	2.75dz 3.06dz 3.37dz 4.32dz	0.89 0.99 1.09 1.40
Nefertiti Nos 1 and 2	—	—	—	—
total spikey and under- lash	—	—	—	—
Miss Eylure				
bobby dazzlers, first flutter, fluffies, moon- rakers, snip it yourself No. 2, ticklers, under- lash, wipers	—	3.49dz	1.82dz	0.59
eye make up remover	—	—	—	—
bottle	—	1.60dz	0.83dz	0.27
pads	—	1.54dz	0.80dz	0.26
face makers	—	5.49dz	2.87dz	0.93
face savers	—	1.13dz	0.15dz	0.14
Lashfix	—	1.18dz	0.62dz	0.20
model eyes refill	—	1.00dz	0.52dz	0.17
nails self adhesive	—	5.26dz	2.75dz	0.89
standard	—	4.67dz	2.44dz	0.79
Nailfix	—	1.18dz	0.62dz	0.20
remover	—	1.65dz	0.86dz	0.28
nail varnish	—	2.30dz	1.20dz	0.39
remover	—	1.42dz	0.74dz	0.24
bottle	—	1.42dz	0.74dz	0.24
pads	—	3.25dz	1.70dz	0.55
roll on mascara	—	1.77dz	0.93dz	0.30
Shadowmatte	—	4.08dz	2.13dz	0.69
Shadowpearl	—	1.18dz	0.62dz	0.20
Superstick	—	—	—	—
Fair and Cool (525 Golden)				
blending bleach kit	—	5.40dz	2.98dz	0.90
Falcodyl (901 Norton) †				
(distributors 1545 Vestric)	500ml 2l	0.60 2.20	—	—
Felice (76 Atkinson)				
Fennings (1534)				
cooling powder's childrens	5 5	4.80 (1 gross)	1.76 (1 gross)	0.06 0.06
little healers	20 12 36 90	9.00 0.36dz 0.40dz 1.00dz 2.00dz	3.30 (2 gross) (2 gross) 0.50dz 0.15dz 0.37dz 0.73dz	0.20 0.15 0.06 0.15 0.30
Fersamal (518 Glaxo)				
syrup	200ml	0.22	—	0.30
Fisherman's Friend (771 LCPL)				
throat & chest lozenges	—	0.85 (1½dz)	0.31 (1½dz)	0.08

		Trade £·p	Tax £·p	Retail £·p
Fix (1351 WLU)				
hair conditioner	—	0.965dz	0.53dz	0.16½
Florineige (475 FG) existing entry				
Florineige (475 FG)				
bath crystals	666	2.50dz	1.37dz	0.43
bubble bath	668	2.55dz	0.93dz	0.40
animal heads	251	2.38dz	0.87dz	0.36
bear savings bank	133	2.86dz	1.04dz	0.44
boot	262	2.61dz	1.25dz	0.44
clown savings bank	141	2.86dz	1.04dz	0.44
dog savings bank	138	2.60dz	0.95dz	0.40
doll	673	2.52dz	0.92dz	0.39
mini lamp	253	3.40dz	0.96dz	0.43
piggy bank	130	2.55dz	0.93dz	0.40
face cloth	260	3.67dz	0.90dz	0.53
foam bath	670	1.20dz	0.44dz	0.18
folkloric dolls	671	2.55dz	0.93dz	0.40
large	462	3.05dz	1.68dz	0.50
perfume	510	7.50dz	4.12dz	1.25
Floralies coffret	1036	4.40dz	2.42dz	0.75
novelty animals	692	2.70dz	1.37dz	0.45
poodles assorted	699	3.73dz	1.66dz	0.60
springtime coffret	250	2.50dz	1.37dz	0.43
soap (3)	261	3.85dz	1.41dz	0.60
soap on a rope	263	1.86dz	0.68dz	0.29
Focus (1242 Toni)				
hair highlight	—	1.37dz	0.72dz	0.22
Frailac (307 C & G) 16oz				
(2dz)	—	4.97	—	0.27
Fresh & Dry (172 BMCL)				
aerosol herbal	120g	0.223	0.123	0.42
Gayelord Hauser (29 Alfional)				
brewers yeast powder	1lb	3.40dz	—	0.42½
extra potency yeast tablets	100	1.92dz	—	0.24
calcium & vit D tablets	50	1.48dz	—	0.18½
Gefarnil (324 Crookes)				
ampoules 1ml	6	0.47	—	—
capsules	100	3.835	—	—
Genticin HC (187 85)				
ear drops	—	—	—	—
Gillette (514 Gillette)				
Foamy shaving aerosol	—	—	—	—
regular	—	2.19dz	0.77dz	0.32
tanker	—	3.41dz	1.19dz	0.50
lemon/lime	—	2.19dz	0.77dz	0.32
Golden Ostermilk (518 Glaxo)				
1lb	—	3.30dz	—	0.31½
Gonadotrophon (930 P & 8) †s48				
L.H. ampoules	—	—	—	—
100iu	5	0.55	—	—
500iu	5	1.40	—	—
1000iu	5	2.20	—	—
5000iu	1	1.50	—	—
F.S.H. ampoules	—	—	—	—
400iu	5	1.30	—	—
50	5	5.50	—	—
1000iu	5	2.20	—	—
50	5	10.70	—	—
1500iu	5	3.00	—	—
50	5	15.70	—	—
Gucki (16 AGL)				
35mm viewer	—	—	—	0.73
Helanca (903 NPU)				
pants standard	—	0.25	0.03½	0.41
large	—	0.265	0.04	0.44
Hemolac (307 C & G) 16oz				
	—	3.16dz	—	0.30
Horlicks (103 Beecham) existing entry				
Horlicks (103 Beecham) 12 case rate				
1lb	—	1.175dz	—	0.12
1lb	—	1.96dz	—	0.21
1lb	—	3.365dz	—	0.36
3lb	—	9.05dz	—	0.97½
5lb	—	1.245	—	—
10lb	—	2.45	—	—
chocolate flavoured	6oz 12oz 5lb	1.57dz 2.85dz 1.245	—	0.16½ 0.30 —
Hydrocortone (837 M5D) T5				
cream non greasy	—	—	—	—
0.5%	15g	—	—	—
1%	15g	0.21	—	—
Infacare (1055 RM)				
baby bath	220cc	2.75dz	1.01dz	0.39
Isi (16 AGL)				
flash guns K & M	—	—	—	2.67½
CK & CM	—	—	—	2.79½
Iso (16 AGL)				
flash gun	—	—	—	2.42½
I-So-Gel (34 A & H)				
200g	—	0.39	0.15	0.67
2kg	—	3.00	1.10	5.10
Iso-Pak (16 AGL)				
camera outfit	—	—	—	5.95
lady set	—	—	—	8.41½
C camera outfit	—	—	—	7.45½
lady set	—	—	—	9.35
Ci camera outfit	—	—	—	9.83½
cases	—	—	—	1.43½
Johnsons (672 Johnson)				
cotton wool hospital	16oz	8.195 (2dz)	—	0.45

	Trade £·p	Tax £·p	Retail £·p
Oral (1109 Schweppes)			
low calorie orange or lemon 20oz	0.92dz	0.20dz	0.12
acidac (307 C & G)			
half cream 12oz	5.20 (2dz)	—	0.29
actagol (912 O)			
tablets 60	1.60dz	0.585dz	0.24
500	0.99	—	—
analem (903 NPU)			
shampoo's			
lemon cream, lemon liquid, medicated, olive oil sachets	0.96 (3dz)	0.355 (3dz)	0.05
lemon liquid bottle	1.20dz	0.44dz	0.19
lemon cream jar	1.45dz	0.54dz	0.22½
medicated bottle	1.20dz	0.44dz	0.19
olive oil jar	1.45dz	0.54dz	0.22½
nderkyn (746 Lederle)			
suspension 50ml			
ucodinin (1521 Pharm Dis)			
ointment 1oz	9.92dz	3.80dz	1.49
nden Voss (261 Christy) existing entry			
nden Voss (261 Christy)			
anti-perspirant aerosol	8.03dz	2.94dz	1.25
cream	6.75dz	2.475dz	1.05
roll-on	6.75dz	2.475dz	1.05
qufruta (1102 Sanitas)			
108cc	1.48dz	0.545dz	0.21
330cc	2.75dz	1.01dz	0.39
with honey 108cc	1.62dz	0.595dz	0.23
330cc	3.17dz	1.16dz	0.45
medica 108cc	1.62dz	0.595dz	0.23
330cc	3.17dz	1.16dz	0.45
capsules †	1.575dz	—	0.17½
pastilles	1.165dz	0.425dz	0.18
Oreal (525 Golden)			
bleach 1oz	1.92dz	1.06dz	0.32
us (903 NPU) existing entry			
utus (903 NPU)			
bath crystals	0.585dz	0.325dz	0.10
bath cubes (6)	0.645dz	0.355dz	0.11
bath salts	0.975dz	0.54dz	0.16½
bubble bath 255cc	1.62dz	0.595dz	0.25
cleansing cream 26g	0.88dz	0.485dz	0.15
112g	1.29dz	0.71dz	0.22
deodorant aerosol 84g	1.44dz	0.795dz	0.24½
feminine 54g	1.745dz	0.96dz	0.29½
roll-on 56cc	1.17dz	0.645dz	0.20
hair spray 142g	1.34dz	0.74dz	0.23
340g	2.35dz	1.295dz	0.40
hand lotion 255cc	1.17dz	0.645dz	0.20
nail polish remover	1.03dz	0.57dz	0.18
shampoo's			
cream, egg & lemon, family, herb, protein	0.96dz	0.355dz	0.15
255cc	0.96dz	0.355dz	0.15
calcium 165g	0.88dz	0.485dz	0.15
250g	1.07dz	0.59dz	0.18
440g	1.28dz	0.705dz	0.22
cozade (103 Beecham) existing entry			
cozade (103 Beecham) 12 case rate			
small 1.255	0.20	0.08*	
large 1.705dz	0.315dz	0.20*	
*Includes 0.025 for container			
arina (786 Macdonald)			
holdalls 177	2.21dz	0.805dz	0.34½
182	2.95dz	1.08dz	0.46
184	3.34dz	1.225dz	0.52
sponge bags 161	0.57dz	0.32dz	0.09½
162	0.57dz	0.32dz	0.09½
163	0.94dz	0.51dz	0.16
164	1.09dz	0.60dz	0.19
165	0.57dz	0.32dz	0.09½
167	1.24dz	0.68dz	0.21
168	1.84dz	1.01dz	0.31
169	0.94dz	0.51dz	0.16
armite (152 Bovril)			
2oz	0.95dz	—	0.09½
4oz	1.64dz	—	0.16½
8oz	2.86dz	—	0.29
16oz	5.34dz	—	0.54½
ary Quant (876 MP)			
eyelashes			
Fluffs 7.00dz	3.85dz	1.25	
aws (810 Maw)			
Nursery Products			
simpla teats	0.59dz	—	0.07
proprietarys			
junior antiseptic cream	1.23dz	0.45dz	0.20
ayflower (662 EJ)			
pastilles			
blackcurrant and glycerine 1oz	0.55dz	0.11dz	0.07½
bronchial cough 1oz	0.50dz	0.17dz	0.07½
catarrh 1oz	0.50dz	0.17dz	0.07½
children's cough 1oz	0.50dz	0.17dz	0.07½
glycerine, lemon & honey 1oz	0.55dz	0.11dz	0.07½
glycerin of thymol BP 1oz	0.67dz	—	0.07½
egimide (894 Nicholas)			
ampoules 10ml	1.83	—	2.74½
25	6.77	—	10.15½
100ml	1.52	—	2.28
ladinine (1521 Pharm Dis) †s4B			
ointment 25ml	9.90dz	3.82dz	1.49
tablets 30	9.90dz	3.82dz	1.49

	Trade £·p	Tax £·p	Retail £·p
Memoire Cherie (60 Arden)			
deodorant roll-on			
732.00	—	—	0.70
foaming beauty bath	—	—	1.90
Menopax (894 Nicholas) †s4B			
cream 20g	0.22	0.08	0.41
tablets 60	0.25	0.09	0.46½
forte 60	0.24	—	0.36
Minadex (518 Glaxo)			
syrup 200ml	0.16	—	0.22
400ml	0.29	—	0.40
2l	0.90	—	—
Motival (1176 Squibb) †s4B			
tablets 100	1.68	—	—
NaClex (518 Glaxo)			
tablets packs of 500	—	—	—
Neobacrin (518 Glaxo) T5			
ointment 3.5g	0.08	—	—
15g	0.18	—	—
Neo-Mercazole (187 B5)			
tablets 100	0.65	—	0.97½
500	2.78	—	4.17
Nestle (451 F & J)			
Whisp-Comb	2.19dz	1.205dz	0.37½
Neutradonna (187 B5) †s7			
powder 25g	0.11	—	0.16½
100g	0.30	—	0.45
tablets 120	0.70	—	1.05
Neutradonna Sed (187 B5) †s4A			
powder 100g	0.48	—	0.72
50	0.34	—	0.51
tablets 60	—	—	—
Niknax (519 Global)			
tights Miss Niknax	—	—	0.30
Norflex (1061 Riker) †s4B			
tablets packs of 500	—	—	—
Nystan (1176 Squibb) T5			
cream 15g	0.58	—	—
30g	1.00	—	—
ointment 30g	0.08	—	—
Oblivon (187 B5) †s4B			
capsules 25	0.30	—	0.45
100	0.93	—	1.39½
elixir 100ml	0.26	—	0.39
Oblivon C (187 B5) †s4B			
Ovets 100mg 100	0.98	—	1.47
Optima (116 AGL)			
cameras	—	—	—
Sensor 200	—	—	42.59½
Orasecron (187 BS) †s4B			
tablets 10	0.34	—	0.51
25	0.71	—	1.06½
100	2.57	—	3.85½
Orlane (1145 Sirex)			
lait a bronzer	—	—	1.95
sol a sol	—	—	1.50
Ostermilk (518 Glaxo)			
Nos. 1 and 2 1lb	3.16dz	—	0.30
Paddi (1073 Robinson)			
nappy liners 25	1.167dz	—	0.14½
50	2.00dz	—	0.25
100	3.70dz	—	0.46
Palaprin (187 B5)			
tablets forte 100	0.85	—	1.27½
Paralgin (901 Norton) †DDI			
(distributors 1545 Vetric)			
tablets 100	0.55	—	—
500	2.50	—	—
Paterson (673 J of H)			
Acufix fixer 250ml	—	—	0.36
500ml	—	—	0.60
1000ml	—	—	1.08
4.5ml	—	—	3.04½
Acuprint developer			
250ml	—	—	0.37½
500ml	—	—	0.67½
1000ml	—	—	1.20
4.5l	—	—	3.49½
Acuspeed FX-20			
developer 250ml	—	—	0.43½
500ml	—	—	0.70½
1000ml	—	—	1.24½
55ml	—	—	0.19½
Acustop stop bath			
500ml	—	—	0.63
1000ml	—	—	0.54
Acutol developer			
500ml	—	—	0.94½
1000ml	—	—	0.28½
Acutol-S to make			
2.25l	—	—	0.54
4.5l	—	—	0.85½
FX-18 developer			
regenerator 4.5l	—	—	0.64½
225ml	—	—	0.64½
cleaning solution	—	—	0.21
printing outfit	—	—	5.34
developing outfit	—	—	4.99½
developing tanks	—	—	—
35mm	—	—	1.89
multi-unit 1	—	—	1.65
2	—	—	2.07
3	—	—	2.61
universal	—	—	2.02½
enlarging computer	—	—	5.74½
thermal print mountant	—	—	—
175ml	—	—	0.58½
500ml	—	—	1.33½
viewers			
'126'	—	—	1.43
Design 101	—	—	2.09½
66	—	—	4.28
22	—	—	3.14

		Trade £·p	Tax £·p	Retail £·p	
pocket 2 × 2		—	—	1.02	
6 × 6		—	—	1.48½	
Trident		—	—	4.28	
Viscount		—	—	2.69	
special		—	—	3.67	
Peptalac (307 C & G)					
16oz		5.68 (2dz)	—	0.31½	
Perutz (1136 Silber)					
cine film standard 8		—	—	1.52	
colour reversal CU5 88		—	—	—	
PLJ (103 Beecham) existing entry					D
PLJ (103 Beecham) 12 case rate					I
lemon juice standard		1.695dz	0.315dz	0.19½*	
large		2.69dz	0.545dz	0.31*	
* Includes 0.025 for container					
Polycrol (894 Nicholas)					
gel 300ml		0.50	0.185	0.93½	
tablets 200		1.40	0.512	2.61½	
S tablets 150		0.78	0.285	1.45½	
Poly Lady (721 LC)					
colourant‡		4.055	2.23dz	0.67	
hair spray		4.84dz	2.66dz	0.80	
permanent wave		2.965dz	1.63dz	0.49	
setting lotion		1.15dz	0.635dz	0.19	
Ponoxylan (117BPL)					
gel		0.32	0.117	—	
Presage (76 Atkinson) existing entry					D
Presage (76 Atkinson)					I
Parfum petit		—	—	0.97	
mignon		—	—	2.25	
mist		—	—	1.75	
mini mist		—	—	0.93	
parfum de toilette		—	—	1.43	
soap (1)		—	—	0.23	
talcum		—	—	0.57	
Prom (1242 Toni)					
home permanent large		3.36dz	1.76dz	0.54	
small		2.29dz	1.20dz	0.37	
roller perm complete		4.04dz	2.12dz	0.65	
refill		2.80dz	1.47dz	0.45	
Quants (690 Keldon)					
witch hazel 100ml		1.29dz	0.46dz	0.20	
Quosh (103 Beecham) existing entry					D
Quosh (103 Beecham) 12 case rate					I
squashes		1.37dz	0.305dz	0.16	
Recital (525 Golden) ‡					
hair colourant		3.42dz	1.88dz	0.57	
Restoria (1113 S & B)					
oil free lotion		8.28dz	4.555dz	1.30	
Ribena (103 Beecham) existing entry					D
Ribena (103 Beecham) 12 case rate					I
blackcurrant drink					
standard		1.92dz	0.365dz	0.22½*	
family		2.575dz	0.515dz	0.31*	
* Includes 0.025 for container					
Right Guard (514 Gillette)					
anti-perspirant 130g		2.86dz	1.50dz	0.46	
190g		3.48dz	1.83dz	0.56	
deodorant 90g		2.67dz	1.40dz	0.43	
135g		3.29dz	1.73dz	0.53	
roll-on		2.18dz	1.14dz	0.35	
refill		1.80dz	0.95dz	0.29	
Roboleine (912 O)					
16oz		3.11dz	—	0.37	
Roger & Gallet (1076 R & G)					
Madame range					
soap 3oz		0.36	0.13	0.75	
Scotch (1500 MM & M)					
hair set tape		2.32dz	—	0.29	
Sebril (763 Linfield) entire entry					D
Sebril (992 P & C)					I
dandruff lotion 50cc		2.86dz	1.02dz	0.44	
Serum Gonadotrophon (930 P & B)					D
Shloer (103 Beecham) existing entry					I
Shloer (103 Beecham) 12 case rate					
apple juice small		1.45 (2dz)	0.24 (2dz)	0.08*	
large		1.675dz	0.37dz	0.21	
large		1.91dz	0.42dz	0.24	
* Includes 0.015 for container					
Sinthrome (501 Geigy)					
tablets 1mg 500		2.77	—	4.16	
100		—	—	—	D
Skin Deep (76 Atkinson)					D
Skinfare (76 Atkinson)					D
S-M-A (1352 Wyeth)					
liquid 370ml		0.09½	—	—	
powder 450g		0.32	—	—	
Spastipax (894 Nicholas) ‡s4A					
tablets 30		0.35	—	0.52½	
250		—	—	—	D
		0.61 dz	0.135dz	0.09	
Supersoft (1038 R & C)					
wig cleaner		2.895dz	—	0.33	
Sweetbreaths (912 O)					
Sweetex (751 LL)					
dispenser					
250		1.36dz	—	0.15	
Tabac Original (443 Eylure) existing entry					D
Tabac Original (443 Eylure)					I
after shave lotion 15cc		—	—	0.30	
47cc		—	—	0.60	
90cc		—	—	0.89	
163cc		—	—	1.45	
305cc		—	—	2.63	
114cc		—	—	1.00	
plastic		—	—	1.05	
after shave balm		—	—	0.63	
deodorant stick 21g		—	—	0.79	
36g		—	—	1.16	
84g		—	—	1.65	
spray 147g		—	—	—	

		Trade £·p	Tax £·p	Retail £·p
talc	35g	—	—	0.65
eau de Cologne	47cc	—	—	0.67
	90cc	—	—	0.85
	163cc	—	—	1.46
	305cc	—	—	2.75
plastic	114cc	—	—	1.10
hair cream	tube	—	—	0.76
hair tonic lotion	oil or	—	—	—
dry	90cc	—	—	0.66
	163cc	—	—	1.05
pre-shave lotion	47cc	—	—	0.60
	90cc	—	—	0.89
	163cc	—	—	1.45
shaving bowl	—	—	—	1.51
shaving cream lather	—	—	—	0.57
brushless	—	—	—	0.57
shaving foam	80g	—	—	0.91
	135g	—	—	1.33
shaving stick	—	—	—	0.55
refill	—	—	—	0.48
soap toilet (1)	—	—	—	0.48
(3)	—	—	—	1.45
raffia bag (3)	—	—	—	1.45
soap bath (1)	—	—	—	0.73
(3)	—	—	—	2.17
raffia bag (1)	—	—	—	0.73
Tame (1242 Toni)				
creme rinse	60g	1.37dz	0.72dz	0.22
	112g	2.05dz	1.08dz	0.33
Terpalin (901 Norton) †				
(distributors 1545 Vestric)				
	500ml	0.78	—	—
	2l	3.00	—	—
Tertroxin (518 Glaxo) †s4B				
tablets	100	0.18	—	—
Theodrox (1061 Riker)				
tablets	packs of 1000	—	—	—
Thermos (1226 Thermos)				
vacuum				
flasks	25	—	—	0.62
	25½	—	—	0.55
	2525	—	—	0.89
	1818	—	—	0.83
	18Q	—	—	0.92
	18QH	—	—	0.96
	16QHT	—	—	1.10
	26	—	—	0.53
	18½	—	—	0.49
	18	—	—	0.55
refills	181F	—	—	0.30
	14F	—	—	0.33
	1818F	—	—	0.50
	14QF	—	—	0.55
cups	18½	—	—	0.08
	62, 66	—	—	0.10
flasks wide mouth	62	—	—	1.10
	64	—	—	1.35
	66	—	—	0.99
	68	—	—	1.20
refills	62F	—	—	0.55
	64F	—	—	0.65
ice bowls	923	—	—	10.00
	925	—	—	12.00
	931	—	—	5.50
	929	—	—	7.00
refills	923F	—	—	3.50
	925F	—	—	4.50
jars	620	—	—	4.75
	707	—	—	3.00
	82	—	—	14.00
	609	—	—	10.00
three dishes for 82	—	—	—	2.50
refills	607F	—	—	1.80
	81F	—	—	2.80
	82F	—	—	5.00
	609F	—	—	5.00
jugs	71	—	—	1.50
	71Q	—	—	1.90

THIS WEEK'S CHANGES

2-Minute Magic (385 DG)				
	116cc	0.39	0.21	0.81 A
Abunda (385 DG)				
cream	14cc	0.42	0.23	0.88 A
Actifluor 3-18 (1341 Willows)				
Actifluor 3-18 (1335 Wigglesworth)				
Adventure (545 Grossmith)				
perfume	4cc	3.12dz	1.67dz	0.54 •
Agprosal (17 Agprolin)				
tablets	100	0.30	—	— •
Airwick (671 Jeyes)				
aerosol mists	16oz	1.90dz	—	0.20 •
old sizes	—	—	—	— D
Allinson (40 Allinson)				
dried yeast	4oz	3.93	—	0.13½ A
	(3 dz)	—	—	— A
Andre Philippe (48 AP)				
bubble bath	33	4.00dz	1.465dz	0.63
gift set trio	14	3.40dz	1.245dz	0.53
slim diamond	35	7.20dz	2.64dz	1.13
Cologne	24	3.00dz	1.65dz	0.53
slim diamond	34	6.60dz	3.63dz	1.13
Cologne/lavender	12	2.08dz	0.763dz	0.30 C
Anusol (1310 WW)				
suppositories	12	—	—	—

Benlyin (938 PD)				
expectorant †s7	125ml	1.86dz	0.69dz	0.29 A
Betnesol (518 Glaxo) T5				
injection	1ml × 5	1.31	—	1.75 •
	1ml × 6	—	—	— D
Better Off (385 DG)				
for the face	30g	0.42	0.23	0.88 A
for the legs	115g	0.37	0.20	0.77
aerosol spray	—	0.69	0.38	1.44
Bioglan-M/Q (127 Bioglan) †s4B				
tablets	6	1.30dz	—	— I
Bourjois (150 Bourjois)				
talcum powder	—	—	—	—
Boudoir, Mimosa, Wild	—	—	—	—
Rose, Golden Fern	—	1.45dz	0.80dz	0.24 A
Cameo (1073 Robinson)				
tampons	10	2.772	—	0.15 A
	40	(2 dz)	—	—
	—	4.898dz	—	0.53 •
Carbocaine (970 PM)				
ampoules	2ml 10 × 10	2.00	—	—
	5ml 10 × 10	3.75	—	—
	10ml 10 × 10	5.75	—	—
	20ml 5	0.85	—	—
injection vial 20ml	20	1.00	—	—

	50ml	10	1.75	—
3% cartridge	2ml	100	2.16	—
4% ampoule	2ml	10	1.75	—
Cellogen (385 DG)				
cream	30cc	0.68	0.37	1.42 A
	55cc	1.01	0.56	2.12
hand cream	30cc	0.36	0.20	0.75
	55cc	0.56	0.31	1.17 I
Coldrex (976 PL)				
hot lemon	—	1.01dz	0.335dz	0.13½
tablets	12	2.11dz	—	0.22
	24	3.455dz	—	0.36
Culmak (332 Culmak)				
shaving brushes	—	—	—	— A
Spartan	1.80dz	0.66dz	0.28	—
Junior	2.25dz	0.83dz	0.35	—
Traveller	2.55dz	0.94dz	0.40	—
Chum	3.20dz	1.17dz	0.50	—
Senior	3.85dz	1.41dz	0.60	—
Saloon	5.50dz	2.02dz	0.86	—
Plus	5.15dz	1.88dz	0.80	—
50/50	9.20dz	3.37dz	1.43	—
50/50 Traveller	9.95dz	3.65dz	1.55	—
Prince	10.90dz	4.00dz	1.70	—
50/50 Mark II	14.80dz	5.43dz	2.30	—
No. 30	11.55dz	4.24dz	1.80	—
No. 40	15.75dz	5.78dz	2.45	—
No. 55	20.75dz	7.61dz	3.23	—
Sovereign	22.15dz	8.12dz	3.45	—
No. 84	28.60dz	10.49dz	4.45	—
No. 86	34.05dz	12.49dz	5.30	—
Super	35.35dz	12.96dz	5.50	—
Cutex (256 CPL)				
lipsticks	—	—	—	—
hot lips	2.53dz	1.30dz	0.40	•
Dermacaine (830 Medo)				
ointment	15g	—	—	— D
Dorothy Gray (385 DG)				
all weather balancer	—	0.39	0.21	0.81 I
beauty cases	small	4.22	1.55	8.21
	large	7.10	2.60	13.79
colour swirls	—	0.74	0.41	1.54 A
cream rouge	—	0.32	0.18	0.67
dry skin cleanser	55cc	0.39	0.21	0.81
	115cc	0.66	0.36	1.38
extra rich night cream	—	—	—	—
	30cc	0.41	0.23	0.86
	55cc	0.68	0.37	1.42
	115cc	1.06	0.58	2.22 I
eye beauty cream	14cc	0.33	0.18	0.69 A
eyebrow pencil	—	0.14	0.08	0.30
eye make-up remover	—	—	—	—
	12cc	0.20	0.11	0.42
face glossers	—	0.44	0.24	0.92
hand cream	tube	0.28	0.15	0.58
	55cc	0.33	0.18	0.69 I
	115cc	0.51	0.28	1.07 A
	200cc	0.79	0.43	1.65 I
lipsticks	—	0.30	0.17	0.63 A
moisture tint	—	0.39	0.21	0.81
new masque frappe	—	0.33	0.18	0.69
orange flower skin lotion	—	—	—	—
	116cc	0.39	0.21	0.81
	290cc	0.78	0.43	1.64
Perfemma	—	0.39	0.21	0.81
handbag spray	—	0.15	0.08	0.31
dry spray	—	0.36	0.20	0.75
portrait make-up	—	0.39	0.21	0.81
quick cleanser	116cc	0.39	0.21	0.81
roll-on deodorant/	—	—	—	—
antipersperant	55cc	0.30	0.17	0.63
spray	—	0.39	0.21	0.81
salon cold cream	55cc	0.39	0.21	0.81
	115cc	0.66	0.36	1.38
	200cc	0.90	0.50	1.89
sensitive skin cream	—	—	—	—
	30cc	0.41	0.23	0.86
	55cc	0.68	0.37	1.42
	115cc	1.06	0.58	2.22 I
skin colour corrector	—	0.39	0.21	0.81 A
skin diets	—	0.48	0.27	0.99 I
soap	3½oz	0.18	0.07	0.35
special dry skin mixture	—	—	—	—
	30cc	0.41	0.23	0.86 A
	55cc	0.68	0.37	1.42
	115cc	1.06	0.58	2.22 I
stay-matt	30cc	0.39	0.21	0.81 A
sun cream	4oz	0.34	0.19	0.71
lotion	4oz	0.34	0.19	0.71
oil	4oz	0.34	0.19	0.71
texture lotion	116cc	0.39	0.21	0.81
	290cc	0.78	0.43	1.64
whitening cream	30cc	0.36	0.20	0.75
Young and Lovely	—	—	—	—
beauty lotion	—	0.34	0.19	0.71
blusher	—	0.34	0.19	0.71 I
cleansing grains	—	0.34	0.19	0.71 A
clearing cream	—	0.34	0.19	0.71
compact powder	—	0.23	0.13	0.48
face pads	—	0.34	0.19	0.71
foundation cream	—	0.23	0.13	0.48
heal and conceal stick	—	0.28	0.15	0.58
lipstick	—	0.20	0.11	0.42
refining lotion	—	0.34	0.19	0.71
skin cleanser	—	0.34	0.19	0.71
Dusk (545 Grossmith)				
suntan oil	100ml	0.63dz	0.34dz	0.11 C
Efcortelol (518 Glaxo) T5				
ampoules	1ml × 5	0.94	—	1.25 •
	1ml × 6	—	—	— D

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		
Elation (385 DG)									Polaroid (989 Polaroid)				
bath essence 25cc	0.34	0.19	0.71	I	ampoules				camera Land				
54cc	0.57	0.31	1.18		2ml 10 x 10	1.95	—	—	model 3000	—	—		
dusting powder drum	0.57	0.31	1.18	A	5ml 10 x 10	3.38	—	—	films type 42	—	1.40		
flask	0.32	0.18	0.67		10ml 10 x 10	5.70	—	—	47	—	1.50		
hand and body lotion	0.34	0.19	0.71		20ml 5	0.85	—	—					
moisturising bath oil	0.74	0.41	1.54		1.5% plain 25ml	5	0.88	—	Procaine (970 PM)				
perfume purse	0.53	0.29	1.11		cartridge 2ml	100	2.07	—	Quickies (451 F & J)				
spray mist	0.57	0.31	1.18		topical 4% 25ml	12	2.26	—	foot freshener pads	1.125dz	0.62dz		
roulette	0.27	0.15	0.56		gel 1% & 2% antiseptic	15ml	0.14	—	Reaffirm (385 DG)				
skin perfume	0.23	0.13	0.48						112cc	1.75	0.96		
intro	0.34	0.19	0.71		Lilies of the Valley in Bloom (981 Picot)				Rentokil (1047 Rentokil)				
25cc	0.34	0.19	0.71		eau de toilette	10cc	2.05dz	1.13dz	0.35	A	bird repellent	—	0.70
54cc	0.57	0.31	1.18		spin-flo	10cc	2.87dz	1.58dz	0.49		dry rot fluid	1gal	1.50
108cc	0.92	0.51	1.94		perfume	miniature	4.97dz	2.735dz	0.85			1gal	2.45
						1oz	8.78dz	4.83dz	1.50			5gal	11.25
make-up						1oz	29.27dz	16.10dz	5.00		wood preservative	1qt	0.80
brush-on blusher	0.93	0.51	1.94		Mene (1073 Robinson)							1gal	1.45
refill	0.42	0.23	0.88	I	sanitary towels size	0	5.544	—	0.15			1gal	2.40
brush-on eyeliner	0.36	0.20	0.75		(4 dz)	1	5.914	—	0.16		woodworm fluid	1pt	11.00
brush-on eyeshadow set	0.51	0.28	1.07			1	5.914	—	0.16			1pt	0.30
refill	0.32	0.18	0.67			2	7.022	—	0.19			1pt	0.45
cream powder	0.39	0.21	0.81	A		3	6.653	—	0.24			1qt	0.65
eyeliner brushes	0.32	0.18	0.67	I		4	5.729	—	0.31			1gal	0.95
eyeliner liquid	0.36	0.20	0.75	A		(3 dz)	—	—	—			1gal	2.35
propelling pencil	0.47	0.26	0.98			(2 dz)	—	—	—		quick drying	1qt	10.75
refill	0.17	0.09	0.35									1qt	0.70
eye make-up remover	0.32	0.18	0.67		Metharbitol (2 Abbott)							1gal	1.55
pads	0.61	0.34	1.27		Midnight (385 DG)							1gal	0.35
eye shades	0.36	0.20	0.75		bath essence	intro	0.23	0.13	0.48	I			
eyeshadow cream	0.36	0.20	0.75		25cc	0.34	0.19	0.71			Rheusalate (1335 Wigglesworth)		
stick	0.36	0.20	0.75		54cc	0.57	0.31	1.18			paste	40g	1.68dz
face powder	0.39	0.21	0.81		dusting powder	flask	0.32	0.18	0.67	A	Rinstead (1333 WL)		
lipsticks	0.30	0.17	0.63	I	drum	0.57	0.31	1.18			gel †	1.33dz	0.46dz
liquid make-up	0.39	0.21	0.81	A	hand and body lotion	0.34	0.19	0.71			Rodine (1047 Rentokil)		
mascara block	0.34	0.19	0.71		perfume	purse	0.53	0.29	1.11		warfarin rat bait sachet		
brush-on	0.53	0.29	1.10		12cc	1.42	0.78	2.98	I		(2)	—	0.25
refill	0.33	0.18	0.68		roulette	0.27	0.15	0.56	A		large	—	0.75
nail enamel pearl	0.30	0.17	0.63		skin perfume	intro	0.23	0.13	0.48		14lb	—	1.50
skin glossers	0.75	0.41	1.57		25cc	0.34	0.19	0.71					
					54cc	0.57	0.31	1.18					
lie (325 C-A)					108cc	0.92	0.51	1.94			Satura (385 DG)		
aerosol 48g	—	—	—	D	175cc	1.20	0.66	2.52			cleansing cream	115cc	0.35
moform (1341 Willows)	—	—	—	D							cleansing lotion	170cc	0.61
moform (1335 Wigglesworth)	—	—	—	I							freshener	170cc	0.61
uthymol 938 PD)				A							moisture cream	30cc	0.42
toothpaste	0.93dz	0.34dz	0.14½								55cc	0.75	0.41
	1.35dz	0.495dz	0.21½								58cc	0.68	0.37
											1161cc	1.06	0.58
iesta (981 Picot)													
eau de toilette					Monsieur Worth (1350 Worth)						Algene		
spin-flo 10cc	2.05dz	1.13dz	0.35	A	soap 4½oz	—	—	1.25	•		body balm	116cc	0.79
perfume	2.87dz	1.58dz	0.49		Nembu-Donnal (2 Abbott)						face cream	14cc	0.39
miniature 1oz	4.97dz	2.735dz	0.85		Neo-Cytamen (518 Glaxo)						30cc	0.66	
1oz	8.78dz	4.83dz	1.50		ampoules						55cc	1.15	0.63
1oz	15.80dz	8.69dz	2.70		250µ	1ml x 5	0.12	—	0.16	•	facial balm	58cc	0.66
1oz	29.27dz	16.10dz	5.00		1000µ	1ml x 5	0.24	—	0.32	•			
						1ml x 6	—	—	—	•			
lex-Straws (638 HIL)													
100	0.10	—	0.15	•	Nikini (1073 Robinson)								
olex-350-C (1091 Rybar)					sanitary garment	pink	4.381dz	0.602dz	0.54		Secret of the Sea (385 DG)		
tablets 50	3.00dz	—	0.37½	•	white	3.002dz	0.412dz	0.37			cream	14cc	0.51
500	1.32	—	—		pads 12	4.32	—	0.12			29cc	1.13	0.62
						(4dz)	—	—	—		58cc	1.82	1.00
olie (385 DG)													
bath oil 54cc	0.57	0.31	1.22		Nivea (1164 55L)								
creamy skin perfume	0.52	0.29	1.20		after sun soother	1509	2.372dz	1.254dz	0.38	•	emulsion	40cc	1.31
dusting powder	0.53	0.29	1.14		sun milk jumbo	1503	4.891dz	2.558dz	0.77½	•	Fashion Touch	29cc	0.66
flask 100g	0.32	0.18	0.66		Novasapa (970 PM)						mask	54cc	0.66
hand and body lotion					500ml	4.44dz	—	0.46					
100cc	0.57	0.31	1.22		2l	1.22	—	1.51			Staycept (1186 Stayne)		
perfume atomiser	1.95	1.07	4.20		4l	2.25	—	2.78			Staycept (1584 Syntex)		
refill	0.98	0.54	2.10								(distributors 1545 Vestric)		
roulette	0.27	0.15	0.56		Novaseptic (970 PM)						contraceptive jelly	80g	0.22
skin perfume	0.24	0.13	0.50		Novutox (970 PM) existing entry						cream	75g	0.22
25cc	0.57	0.31	1.22		Novutox (970 PM)						pessaries	10	0.20
54cc	0.93	0.51	1.97		2% solution plain						applicator	0.20	0.30
108cc	0.57	0.31	1.22		injection vial 50ml	0.21	—	0.26					
					2% solution with						Steriloderm (970 PM)		
resh & Dry (172 BMCL)					adrenaline †s4B 50ml	0.21	—	0.26			bactericidal gel		
aerosol 120g	0.223	0.123	0.42	•	injection vial cartridge						tube	60g	0.16
165g	0.287	0.158	0.54		2ml†s4B 100	2.07	—	2.55			dispenser	500g	1.93
100g & 185g	—	—	—	D	3% solution with						refill	500g	0.73
hson (672 Johnson)					adrenaline cartridge								
baby cotton buds	0.64dz	—	0.08	A	2ml †s4B 100	2.07	—	2.55			Suba-Seal (479 WF)		
60	1.60dz	—	0.20		4% solution with						air ring		
100	2.16dz	—	0.27		adrenaline injection vial						hospital 16 in	1A25	1.19
cream jar	1.593dz	0.876dz	0.26		†s4B 50ml	0.22	—	0.28			18 in	1A26	1.28
100g	2.724dz	1.498dz	0.45		Nu-Ray (479 WF)						20in	1A27	1.39
tube 34g	1.111dz	0.611dz	0.18		hot water bottles	0.295	—	—	A		bath mat	2B:51	0.67
lotion 120cc	1.553dz	0.854dz	0.26		Nu-Star (479 WF)						baby bath mat	2B:49	0.33
205cc	2.255dz	1.24dz	0.37		hot water bottles	0.28	—	—	A		baby feeding set	1C50	1.063
285cc	2.836dz	1.56dz	0.47		Nu-Sun (479 WF)						baby feeders complete		
nappy liners					hot water bottles	0.28	—	—	A		with teat		
25	1.28dz	—	0.16		Personna (964 Personna)						minifeeder	1C42	0.10
50	2.32dz	—	0.29		super foam	2.17dz	0.795dz	0.34	C		narrow neck 4oz	1C26	0.085
100	4.116dz	—	0.49		grooming aids						8oz	1C27	0.095
200	7.74dz	—	0.92		eyebrow tweezers	0.925	0.51	0.22½	R		8oz	1C30	0.125
oil					(10)	0.925	0.34	0.22½			8oz	1C60	0.175
135cc	1.553dz	0.854dz	0.26		(10)	0.72	0.40	0.17½			8oz	1C62	0.20
210cc	2.255dz	1.24dz	0.37		(10)	1.025	0.38	0.25			wide neck 4oz	1C31	0.105
powder					(10)	0.72	0.40	0.17½			4oz	1C715	0.20
99g	1.07dz	0.39½dz	0.16		(10)	1.025	0.38	0.25			4oz	1C71	0.11
227g	1.878dz	0.688dz	0.28		(10)	0.72	0.40	0.17½			4oz	1C31L/C	0.135
economy	2.335dz	0.856dz	0.35		(10)	1.025	0.38	0.25			4oz	1C31M/C	0.135
shampoo	0.384dz	0.14dz	0.06								8oz	1C28L	0.12
bottle	1.562dz	0.573dz	0.24		Phenurone (2 Abbott)						8oz	1C29L	0.145
soap	0.53dz	0.195dz	0.07½		Phul Nana (545 Grossmith)						8oz	1C28M/C	0.15
	0.805dz	0.295dz	0.11½		perfume 9cc	2.80dz	1.50dz	0.49	•		8oz	1C29M/C	0.175
omycin (1263 Upjohn) T5					Opas (1335 Wigglesworth)						8oz	1C29M/C	0.175
150ml	0.58	—	—		tablets roll 12	1.19	0.44	0.06	•		8oz	1C61	0.20
500ml	1.82	—	—			(3dz)	(3dz)	—	—		8oz	1C63	0.225
odak (711 Kodak)					Pagan (981 Picot)						de luxe	1C47	0.32
Instamatic "33"	2.125	1.17	4.44	A	eau de toilette						10oz	1C70M	0.145
idothesin (970 PM)					spin-flo	10cc	2.05dz	1.13dz	0.35	A	10oz	1C70L	0.145
solutions plain or with					perfume	miniature	2.87dz	1.58dz	0.49		10oz	1C70S	0.225
adrenaline						1oz	4.97dz	2.735dz	0.85		Staywarm	1C44	0.26

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
baby bottles spare				wide neck	IC39	0·04	—	0·06	Burson (1388 TKC) existing entry		
narrow neck 4oz	5A1	0·05	—	silicone	IC18	0·12	—	0·18	Burson (1388 TKC) hosiery		
8oz	5A2	0·06	—	wide neck	IC51	0·12	—	0·18	(distributors 810 Maw)		
8oz	5A33	0·085	—	teething trainers					one way stretch		
wide neck	4oz	0·07	—	rubber	IC38	0·06	—	0·09	anklets	0·80pr	1·20
8oz	5A30	0·085	—	polystyrene	5A3	0·05	—	0·07½	knee caps	0·80pr	1·20
8oz	5A31	0·11	—	silicone	IC52	0·165	—	0·25	two way stretch		
bottle stopper		0·025	—	Suede (981 Picot)					anklets	1·20pr	1·80
bottle cover &				eau de toilette					knee caps	1·20pr	1·80
measure		0·03	—	spin flo	10cc	2·05dz	1·13dz	0·35 A	two way stretch flat bed		
teat cover	5A44	0·03	—	perfume	miniature	3·45dz	1·90dz	0·59	above knee		
bed airer	1F2	0·26	—	½ oz	6·14dz	3·375dz	1·05		cotton open toe	2·25	3·37½
bed bottle, polythene				½ oz	10·83dz	5·955dz	1·85		with forked suspender	2·375	3·55½
5A18	0·285	—	0·42½	½ oz	18·73dz	10·30dz	3·20		nylon open toe	2·25	3·37½
male II	5A23	0·30	—	1oz	33·07dz	18·19dz	5·65		with forked suspender	2·375	3·55½
female II	5A24	0·41	—	Sugaree (1375 5ACL)					cotton full foot	2·25	3·37½
bed pan/urinal	5A50	0·465	—	Barbados muscovado	6·50	—	0·17	•	nylon full foot	2·25	3·37½
bed pan, polypropylene				(4 dz)					below knee		
5A19	1·46	—	2·19	Demerara	5·00	—	0·13	A	cotton open toe	1·85	2·77½
breast reliever	IC3	0·445	—	(4 dz)					nylon open toe	1·85	2·77½
douche, closed mouth				white granulated	6·14	—	0·16		thigh length		
1A19	0·92	—	1·38	(4 dz)					cotton open toe	2·33	3·49½
fountain	1A18	0·60	—	Supersoft (1038 R & C)					with forked suspender	2·455	3·67½
enema	IC16	0·515	—	shampoo	sachet	0·845	0·31	0·03 A	nylon open toe	2·33	3·49½
eye dropper unit	3B51	0·10	—	(4 dz)					with forked suspender	2·455	3·67½
friction body massager				The Blue Train (981 Picot)					one way stretch men's		
2B154	0·61	0·08	0·99	eau de toilette					knee length	1·32	1·98
hot water bottles				spin-flo	10cc	2·05dz	1·13dz	0·35 I	Codural (848 Minnesota) †		
children's shapes				perfume	miniature	2·87dz	1·58dz	0·49 A	tablets	15	1·33dz 0·488dz 0·20
bear cub and dog				½ oz	4·97dz	2·735dz	0·85		CVK (Abbott) T5		
toby	0·40	—	0·60	½ oz	8·78dz	4·83dz	1·50		capsules 250mg	100	0·92 — 1·38 C
Coverlette cot	0·41	—	0·57½	½ oz	15·80dz	8·69dz	2·70		Dalton (348 Dalton)		
father bear	0·43	—	0·64½	1oz	29·27dz	16·10dz	5·00		Sweet Relief	0·21	0·08 0·37
suba luxe cot	0·625	—	0·90	Ulcagel (1333 WL)					Duphaston (1539 Duphar) †		
suba cosy cot	0·53	0·035	0·75	Vesagex (970 PM) existing entry					tablets 10mg	80	6·70 — — •
streamline cot	0·21	—	0·31½	Vesagex (1335 Wigglesworth)					500	34·80	— — — D
standard cot	0·20	—	0·30	antiseptic ointment	60g	2·04dz	—	0·20	5mg packs		— — — A
No. 3 standard with				dispenser	500g	0·59	—	0·73	Duvadilan (1539 Duphar)		
handle	0·36	—	0·54	refill	500g	0·59	—	0·73	ampoules 2ml	5	0·50 — —
No. 4 giant	0·50	—	0·75	Woodwards (1346 Woodward)					tablets 20mg	50	0·90 — —
Comet	0·385	—	0·57½	baby cream	220g	2·34dz	—	0·26 I	250	4·00	— — —
Coverlette	0·51	—	0·75	Xylotox (970 PM) existing entry					Fresh-sock (848 Minnesota)		
Gaywarm	0·36	—	0·54	Xylotox (970 PM)					deodorising insocks	2·55dz	0·35dz 0·35
Streamline	0·40	—	0·60	dental solutions, plain or with					Hiprex (1061 Riker)		
Suba-Alpha	0·33	—	0·49½	adrenaline or nonadrenaline					tablets	100	2·00 0·73 — •
Suba-Cosy	0·75	0·051	1·05	(solutions with adrenaline or nonadrenaline †\$4B)					K.H.3. (1490 IAPS) †		
Suba-Luxe	1·08	—	1·55	2% cartridge 1·8ml	100	2·70	—	—	capsules	30	1·42 0·52 2·65 A
Suba-Flora, perfumed	0·36	—	0·54	2ml	100	2·12	—	—	150	6·66	2·44 12·43
Suba-Royal	0·385	—	0·57½	injection vial	50ml	0·33	—	—	Mini Sax (430 Eucryl)		
Suba-Line	0·385	—	0·57½	1½% cartridge 2ml	100	2·07	—	—	tablets	200	0·68dz — 0·08½ C
screw type				4% topical	25ml	0·24	—	—	Pabirex (848 Minnesota)		
Alpha-Beta	0·33	—	0·49½	extra paste	15g	0·14	—	—	diarrhoea mixture	200ml	1·83dz 0·67dz 0·27½ A
Coverlette	0·51	—	0·75	jelly	30g	0·25	—	—	Parisilon (1061 Riker) T5		
Warmline No. 3	0·40	—	0·60	normal paste	10g	0·22	—	—	tablets 2·5mg	30	0·65 — — •
Pennant No. 3	0·35	—	0·52½	ointment	15g	0·19	—	—	300	5·70	— — —
Bara Royal	0·385	—	0·57½	oral 2%	200ml	0·72	—	—	7·5mg	30	1·50 — —
Baraline	0·385	—	0·57½	spray 10%	85g	1·49	—	—	300	13·50	— — —
Duchess	0·33	—	0·49½	Yardley (1355 Yardley)					Rebane (525 Golden)		
Rayline	0·40	—	0·60	eye make-up flowliners		0·458	0·25	0·94 •	shampoo large	3·88dz	1·42dz 0·59 C
Saturn	0·385	—	0·57½	AMENDMENTS TO KEY TO SUPPLIERS					Rebax (848 Minnesota)		
Suba plastic	0·30	—	0·45	162 Bragg=J. L. Bragg, Tower Street, Ipswich, Suffolk					acne lotion	110ml	2·00dz 0·733dz 0·30 A
spare stopper,				Ipswich 52714.					bone and nerve liniment		
standard size	0·07	—	0·10½	325 C-A=Crookes-Anestan Ltd, Telford Road, Hound-					see under BN.		
cot size	0·045	—	0·07	mills Estate, Basingstoke, Hants. 0256 3212.					Brightener toothpaste		
popular 'P' range				1336 WJ&C=Wilcox, Jozeau & Co Ltd, 6 Mercer					see under Brightener		
Bara	0·28	—	—	Street, London, W.C.2. 01-836 9597.					children's cough mixture	125ml	1·33dz 0·49dz 0·20 I
Bara Ray	0·295	—	—	Stop press					rubber gloves unlined		— — — D
Beta	0·275	—	—	Amami (105 BTD)					Sabona (1464 Sabona)		
Suba Ray	0·295	—	—	styling lotion	80cc	1·16dz	0·64dz	0·18 A	rheumatic relief bracelet		— — 1·50 A
Suba 5tar	0·28	—	—	Anapax (848 Minnesota)					Silvikrin (105 BTD)		
ice-pack, round	1A20	0·42	—	cold sore lotion	5ml	1·00dz	0·367dz	0·15 A	shampoos	standard	0·855dz 0·315dz 0·12 A
measuring jug	5A4	0·065	0·09	cold tablets	12	1·33dz	0·488dz	0·20	economy		1·285dz 0·475dz 0·18
mini-soother				24		—	—	—	Stag (848 Minnesota)		
with plastic ring	IC36	0·028	—	cough linctus †					after-shave lotion		
1C36B	0·04	—	0·06	adult	55ml	1·90dz	—	0·22½ A	Thru (848 Minnesota) †		
powder blower	IC9	0·245	—	child's	110ml	3·15dz	—	0·37½	jel	50g	2·10dz — 0·25 A
shampoo spray	2B150	0·85	0·112	junior pain reliever	60ml	1·68dz	—	0·20 A	liquid	55ml	2·10dz — 0·25 •
2B1505	0·68	0·089	1·11	Biokets (848 Minnesota) †					2oz		— — — D
soothers all rubber	IC53	0·07	—	sore throat tablets	18	1·25dz	—	0·15 I	Tiny Tot (848 Minnesota)		
Suba comb and				BN (848 Minnesota)					cough mixture	55ml	1·00dz 0·367dz 0·15 I
massager	SB2	0·045	0·016	liniment	100ml	1·33dz	0·488dz	0·20	diarrhoea mixture	60ml	1·00dz 0·367dz 0·15
Suba Warma	IC43	0·15	—	200ml		2·00dz	0·733dz	0·30	55ml		— — — D
syringe				Brightener (848 Minnesota)					Tranazine (208 BW) †		
ear nose and throat				toothpaste	150g	1·43dz	0·523dz	0·21 I	Travis (848 Minnesota)		
1oz	0·205	—	0·30½								
2oz	0·23	—	0·34								
all rubber nasal	1oz	0·205	—								
rectal	2oz	0·23	—								
whirling	4oz	0·245	—								
8oz	0·69	—	1·04								
teat											
heat-moulded	IC17	0·04	—								
wide neck	IC40	0·04	—								
latex narrow neck	IC34	0·04	—								

Therapeutic—pharmacological index

The following products to be added under the classifications stated:

- 1(g) Zypanar
- 3(d) Folex-350-C
- 5(e) Complamex
- 11(a) Pripsen
- 13(g) Wellidopa

- 13(i) Motival
- Nobrium
- Tacitin
- 15(b) Linctifed
- 15(c) Rynacrom
- 17(g) Zincomed
- 18 Vibriomune-M

THE *Kotex* TAMPON PACK

The pack is a complete departure from conventional designs and was chosen after stringent tests against alternative designs among prospective customers. It was chosen by women interviewed because:

- It is more feminine
- It has more impact
- Women find it attractive and are more likely to buy

In two colours, green for Regular and gold for Super absorbency, the packs feature the serene face of an attractive girl who also appears on the showcard and all advertising.

The pack comes in two sizes, 10's and 40's.

Introductory Offer

Kotex Tampons are being launched with a more generous introductory offer than any other product in this market, which will ensure an even larger profit margin for retailers.

NEW Ballet DOWN IN PRICE

Ballet toilet tissue has been re-launched, making K-C the only manufacturer covering all sectors of the market.

Kleenex toilet tissue and new Delsey toilet tissue in the premium and value sectors respectively have both become a major force in the market since the launch in March.

The price sector is growing fast—Ballet sales increased 25% during the last three months of 1970. Now Ballet has been brought down in price—by up to 5p per dozen—and given eye-catching wavy-design packs for all four colours: white, pink, blue and yellow. It is cased in an 18's outer for ease of handling and display and to give a low unit price to cash and carry customers.

Average retail price about 6p per twin pack.

TALKING POINT

Kotex Tampons are already a proven winner:

- In CANADA they achieved a 13.8% brand share within three months of launching and are the No. 2 brand among 4 manufacturers.
- In the USA against keen competition from four other major manufacturers they have achieved a 15% brand share and are also No. 2 brand.
- More women use only tampons in the UK than in any other country in the world in 1971.
- The UK tampon market is estimated to be worth £12.2 million at retail selling price.

Continued from page 1

These products will be supported by a bold and imaginative advertising campaign backed up with regular promotions, coupons and attractive point-of-sale material. Together with the colourful, eye-catching packaging, it reflects the frank, open-minded approach of people today to personal problems such as menstruation.

We're ready to sell, are you?

Around the world Kimberly-Clark is widely known for its Kleenex and Delsey products; what is not so well known is that the foundations of this international company were first built on Kotex products, and K-C are international brand leaders in this field. Now with the London area launch of Kotex Tampons we have a complete range of attractively packaged sanitary protection products to sell.

This is important to us all. We, at Kimberly-Clark, know from our experience both in the UK and abroad that sanitary protection products require a different sales approach from other products. This is why our sales force has undergone special training, and is thoroughly in tune with retailers' needs. They have a complete range of display material (see back page) and all your sales efforts are supported by a sustained advertising campaign.

We have the products, and we have

by Peter Gardner,
General Sales Manager,
Kimberly-Clark Limited



the most highly-skilled sales and marketing team in this market. We are excited at the prospect of this expanding market and are eager to help you maximise your profit opportunities. Are you ready to sell?

paper SHOPTALK

KIMBERLY-CLARK LIMITED



LARGEST EVER *Kotex* LAUNCH Coupons worth £300,000

Advertising at a rate of £95,000 per year nationally will break on 5 July for Kotex Tampons running through until December. Whole page advertisements which introduce the product and stress its simplicity will support London area sales efforts in the four largest circulation women's magazines: Woman, Woman's Own, Woman's Realm and Woman's Weekly. In addition all advertising in July will carry 7p coupons—half the price of a 10's pack—redeemable on all Kotex Tampons.

In September 'Shopping'—which is distributed direct to homes throughout the area—will carry a full page advertisement for Kotex Tampons with a 5p coupon.

In all a total of 5,300,000 coupons worth £300,000 are being given away, which will give Kotex Tampons an excellent consumer trial.

The advertising will be seen by 80% of all women in the area, and Kotex

New Freedom advertising which will be running at the same time will help keep the Kotex brand name in the public eye.

Special display material has been designed for Kotex Tampons. Hook-in trays have been designed for the existing Kotex wire display dispenser. A showcard and counter announcement card are available together with a shelf talker flag and shelf strips/markers for both regular and super tampons.

Heavy Promotional Programme

Regular consumer promotions—unique to the Kotex range in this market—will feature every three months. The first of these is the current 20p 'Money Back' offer on Kotex New Freedom panties. This represents half the cost of a Kotex New Freedom Pantie, and is a foretaste of the many valuable promotions which Kimberly-Clark will be using to support all Kotex products.

The Kotex Tampon point-of-sale material and cases for 'Regular' and 'Super'



The Kotex New Freedom Pantie 20p money back offer packs display on the free dispenser available.



'very personally yours'

An important part of Kimberly-Clark's public relations programme is the consumer advisory service for Kotex run by Mary Abbott.

This service has been in existence for many years to answer customer queries on Kotex products and give advice on personal hygiene problems. In addition, the department supervises the distribution of educational material on the menstrual cycle and personal hygiene.

'Very Personally Yours' is the name of an interesting and attractive book-

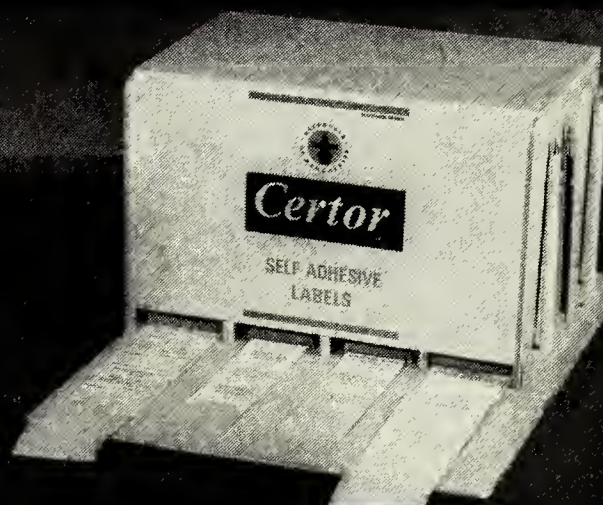
let which has just been produced by Mary Abbott. Intended primarily for girls of pre-menstrual age, it explains the monthly period clearly and answers the questions that your girls ask on this subject. This booklet is already in demand from schools and other organisations, and from mothers of pre-teenage girls. It is also being distributed by leading women's magazines through their readers correspondence departments. Further booklets are being specially prepared for readers of Honey and Hers magazines.



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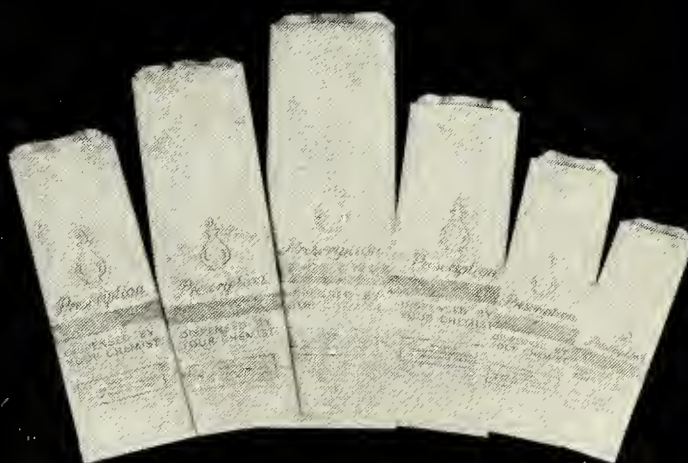
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COMMENT

Movement at last

At last there are signs of life in the Medicines Act 1968, with the fixing of September 1 as the provisional "first appointed day" when the manufacturer and product licensing procedures come into operation (p 736).

The significance of the "first appointed day" is that only manufacturers operating before that date, and products already "effectively on the market" before that date, will be eligible for "licences of right." All new products, or products in which a change—such as of formulation—is proposed will, after September, require a "full" product licence, which will only be granted after detailed evaluation by the licensing authorities. There will be a transitional period during which manufacture of existing products may continue without a licence, but by the end of this period either a full licence or a licence of right must have been obtained.

Details of the licensing requirements have yet to be announced, but the procedure to be followed is laid down in the Act itself. A manufacturer has a choice of applying for a full licence or a licence of right. Granting of a full licence will take into account the proposed operations, his premises and equipment, the qualifications of supervisory staffs, the safe keeping of products and the maintenance of adequate records. But such a licence will allow the holder to manufacture both existing and new products, in accordance with product licences he or another licensee possesses. A licence of right, on the other hand, will only be granted to cover processes and products as they were prior to the "first appointed day."

Existing products will be entitled to receive licences of right also, and any product that can be shown to have been "effectively on the market" before the "first

appointed day" will be eligible. But for new products, and for existing products which are changed in specification or form, a "full" licence will be required, taking into account particularly their safety, efficacy and quality. Licences of right can, of course, also be suspended or revoked if it is later decided that the standards originally set for these three criteria can no longer be considered satisfactory.

It will be seen from the above outline that manufacturers and product proprietors have a number of courses open to them; in particular a decision on marketing before the first appointed day may be necessary. But the essential basis of such decisions must be the Regulations which will spell out the details of what is to be required of applicants for each type of licence.

We understand that draft Regulations are near to completion, but that there are still problems to be resolved, including the scales of fees to be charged. Until the Regulations are finalised, the September 1 target date must remain provisional, but unless there is a rapid publication it would seem unreasonable to expect manufacturers to adapt their plans within the remaining time.

Men of action

That the Council of the Pharmaceutical Society has seen fit to re-elect Mr W. M. Darling for a second term as its president, no more than reflects the wish of the membership at large as demonstrated by the massive vote he received in last month's poll.

He is joined as vice-president by Mr J. P. Kerr, a fellow North-easterner, who, with Mr Darling, came to the fore in pharmaceutical politics as a man of action. Pharmacy has never been in greater need of strong leadership, and in the new team we believe the profession has it.

BOOKS

The fine organic chemicals industry. T. F. McCombie. *Edward Arnold (Publishers) Ltd*, 41 Maddox Street, London W1R 0AN. 8½ x 5½ in. Pp vi plus 63. Cloth £1.25. Paper £0.75.

Number four in the "Studies in chemistry" series covers the manufacture of laboratory chemicals and reagents, pesticides, pharmaceutical chemicals, dyestuffs, photographic chemicals and chemical plant materials. A short chapter is also included on the commercial aspects of chemical manufacture dealing with aspects such as costing and production control, new products and marketing and packaging and packing.

Chemical kinetics. N. R. Waite. *Edward Arnold (Publishers) Ltd*, 41 Maddox Street, London W1R 0AN. 8½ x 5½ in. Pp viii plus 54. Cloth £1.05. Paper £0.65.

This is volume number three in the publisher's "Studies in Chemistry" series designed to deal with modern developments in chemistry for students at university en-

trance level and for non-specialists.

Chemical kinetics pays special attention to the relationships between the results of kinetics experiments and theories of reaction mechanisms and to the interpretation of the law of mass action; suggestions for practical work are included.

Chemical synonyms and trade names. 7th edition, William Gardner and Edward I. Cooke. *Technical Press Ltd*, 112 Westbourne Grove, London W2. 9½ x 6 in. Pp. 689. £7.50.

The new edition of this book contains some 4,600 new entries—an increase of approximately 15 per cent on the total number contained in the sixth edition which was published in 1968. The new additions are principally in the fields of minerals, plastics and pharmaceuticals but to accommodate the new entries without making the book too bulky some of the simple cross references have been deleted.

Modern analytical chemistry, Vol 1. W. F. Pickering. *Marcel Dekker Ltd*, 14 Crawford Rise, Maidenhead, Berks. 9½ x 6½ in. Pp xii plus 622. £6.55.

Abandons the traditional approach to the teaching of analytical chemistry described by the author as the "cookbook" method

in favour of giving students sufficient theory to enable the manual manipulations involved every time a new technique is met. Covers those chemical methods of contemporary interest but concentrates on instrumental methods.

Infra-specific chemical taxa of medicinal plants. P. Téténgi. *Chemical Publishing Co Inc*, 200 Park Avenue South, New York, N.Y. 9½ x 6½ in. Pp 225. \$15. A review of the infra-specific differences in the chemistry of medicinal plants, containing about 2,000 references. The book is divided into two parts — a general discussion of the subject and a catalogue of plant species of medicinal interest classified into five biosynthetically active groups of compound and giving details of the geographical source, part of plant used, chemical constitution and taxa.

Books received

Hungarian Pharmacopoeia 1970, 6th Edition. Four volumes. *Akadémi Kiadó*, Budapest V, Alkotmány U. 21. 9½ x 7 in. Pp 1877. £27.

Drugs and Human Behaviour. Gordon Claridge. *Allen Lane The Penguin Press*, Vigo Street, London W1. 9 x 5½ in. Pp 266. £2.40.

LETTERS

Why vote?

In your last sentence of Comment in the May 29 issue you suggest that non-voters "apparently care nothing about who wins." Would you please be more helpful and tell us not who, but what has been won or lost.

As hindsight is probably easier than prediction, could you also tell us what particular points of view, or advantage, have been lost in voting, or not voting, at various times over the last few years?

This is not to decry members of Council, whether elected, co-opted or appointed; we have been very well served — but your guidance might be helpful for next year.

F. Rogers,
Hove

[We agree it is hard to put a finger on many great strategic victories of the past — the function of Council has more often been to wage a war of attrition, ensuring that pharmaceutical interests are not overlooked in matters of a political or inter-professional nature.

But the membership has just elected a Council that may have to fight for the survival of pharmacy as we know it. The two reports on the planning of pharmaceutical services may be decisive in that survival, but will not be put into effect without effort from the profession.

The Noel Hall report is only just being implemented and may need a helping hand. Reorganisation of Health Service administration is proposed — pharmacy could be left without a voice at the levels that matter. We believe these are things worth fighting for.

Mr Rogers answers the second question himself in his last sentence. If no one had voted in the past he could not have been so "very well served." Have we the right to leave to the other fellow the responsibility of choosing the leadership of one's own profession?—Editor.]

Pharmacology

For some time I have been unhappy about the pharmaceutical industry's apparent lack of recognition of the pharmacists' role as the source of pharmacological knowledge.

One major defect has been that provision of educational meetings and information for pharmacists has been almost non-existent compared to that provided to general medical practitioners.

I have been in contact with the Association of the British Pharmaceutical Industry and would welcome an opportunity of reporting on progress made.

The council of the speciality division of the ABPI has agreed to recommend to their member firms that where specific requests for information were received from pharmacists then the company should include the name of that pharmacist on their mailing list. The ABPI office will give

practical effect to this decision by providing information to their member firms about the names and addresses of pharmacists wishing to be on the mailing list. Pharmacists should contact the ABPI at 162 Regent Street, London W1R 6DD.

Pharmacists must take up their rightful place within the NHS structure and the above agreement will enable us to have individual information on the same basis as a general medical practitioner. May I appeal to all pharmacists who value their professional role to write to the ABPI. Please do not let this gain go by default.

R. Cottingham,
London E12

Dispensing doctors

Neither of the qualifications your correspondent T. L. Houghton (May 29, p 680) appends to his name entitles him to act save under the direction and jurisdiction of some other legally registered and qualified practitioner, be that a pharmacist or medical practitioner. It would seem that he has, by the acquisition of State Registration as a nurse, transferred his need for direction and supervision from the pharmacist for whom he worked in the 1920's to the medical practitioner of the present day.

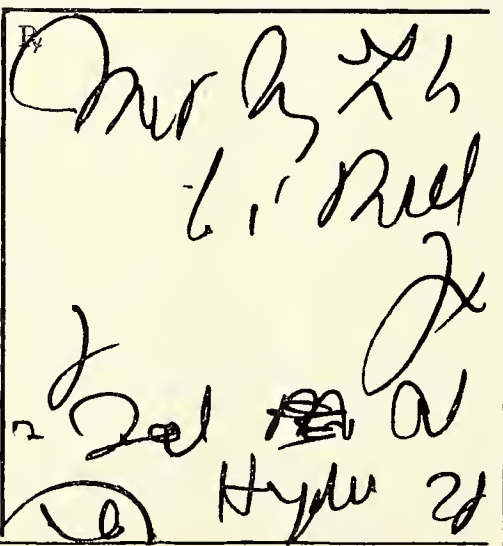
From his remarks, he knows that any unqualified dispenser, including himself, is not allowed by law to dispense any medicine except under the supervision of a pharmacist or general practitioner and if the latter does not actually supervise such dispensing, even if done by an SRN, it is not lawful. Would he like Parliament to amend the law to suit him? I do not see this ever taking place especially having regard to the Medicines Act of 1968 especially Section 10.

I will always take up the defence of pharmacists in matters concerning their legal right to dispense as opposed to the unqualified dispenser employed by rural general practitioners and I thank you for the courtesy of your columns in my defence of them.

R. M. Ford, PhD,
Bristol

Prescription poser

This week's poser — a very fine specimen — was sent in by a subscriber in Lancs.



Equipment

Cash register rental scheme

A rental scheme for cash registers is being offered by Liptons Cash Registers, who are UK agents for Swedish-made Hugin machines.

All registers supplied under the scheme have been rebuilt to an "as-new standard" and the rental scheme should prove of particular interest to retailers who are still using old sterling and dual currency models, giving them the opportunity of acquiring a modern decimal cash register without capital outlay.

The registers are available for a period of one week to one year, or longer, with an "instant" repair or replacement service which does not involve maintenance or service charges.

The rental cash registers range from manually operated single or two total, National Cash Registers with audit roll and receipt issuing device, to the Hugin and NCR electric item-totalling and ticket-issuing cash registers, in either single or multi total form. (Liptons Cash Registers and Business Equipment Ltd, 147-9 Seymour Place, London W1.)

Cutting down on paper

Claimed to reduce the cost of paper rolls on cash registers by up to 60 per cent NCR have introduced the Papermiser as a standard feature on their NCR Class 24 registers.

On most registers, the entries on the audit roll are printed further and further apart as the diameter of the roll on the take-up spool becomes larger. The NCR 24 now overcomes this problem with an equalising arm which regulates the drive mechanism to ensure that the distance between each entry is constant throughout the length of the roll. (National Cash Register Co Ltd, 206 Marylebone Road, London NW1 6LY.)

Rapid trace recording

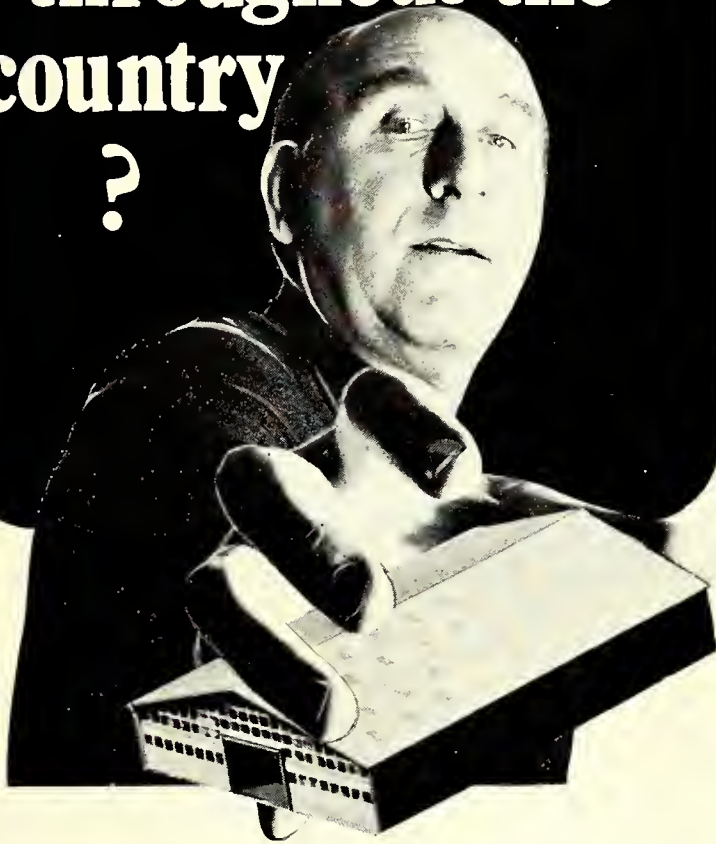
The CR-9 Polaroid land camera is specifically designed for oscilloscope trace recording. It is hand-held so that it can be moved quickly from one instrument to another and fits most oscilloscopes, as there are eight interchangeable hoods available from the manufacturers (Polaroid (UK) Ltd, Rosanne House, Welwyn Garden City, Herts).

A high-speed film is employed and use requires no special photographic training. The camera is available for £53.

Emergency lighting range

The passing of the Fire Precautions Bill is creating increased interest in emergency lighting. To cater for anticipated growing demand in this field a range of Keepalite single-point emergency lighting units has been introduced by Chloride-Tudor Batteries division of Electric Power Storage Ltd, Clifton Junction, Manchester. This supplements the established Keepalite range of central battery systems, which have been successful sellers for more than 40 years.

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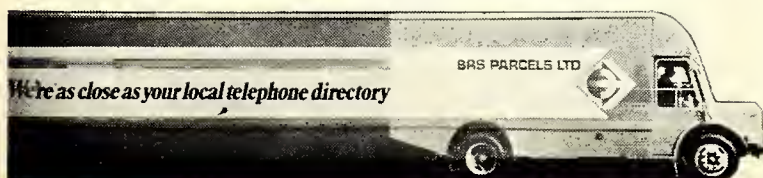
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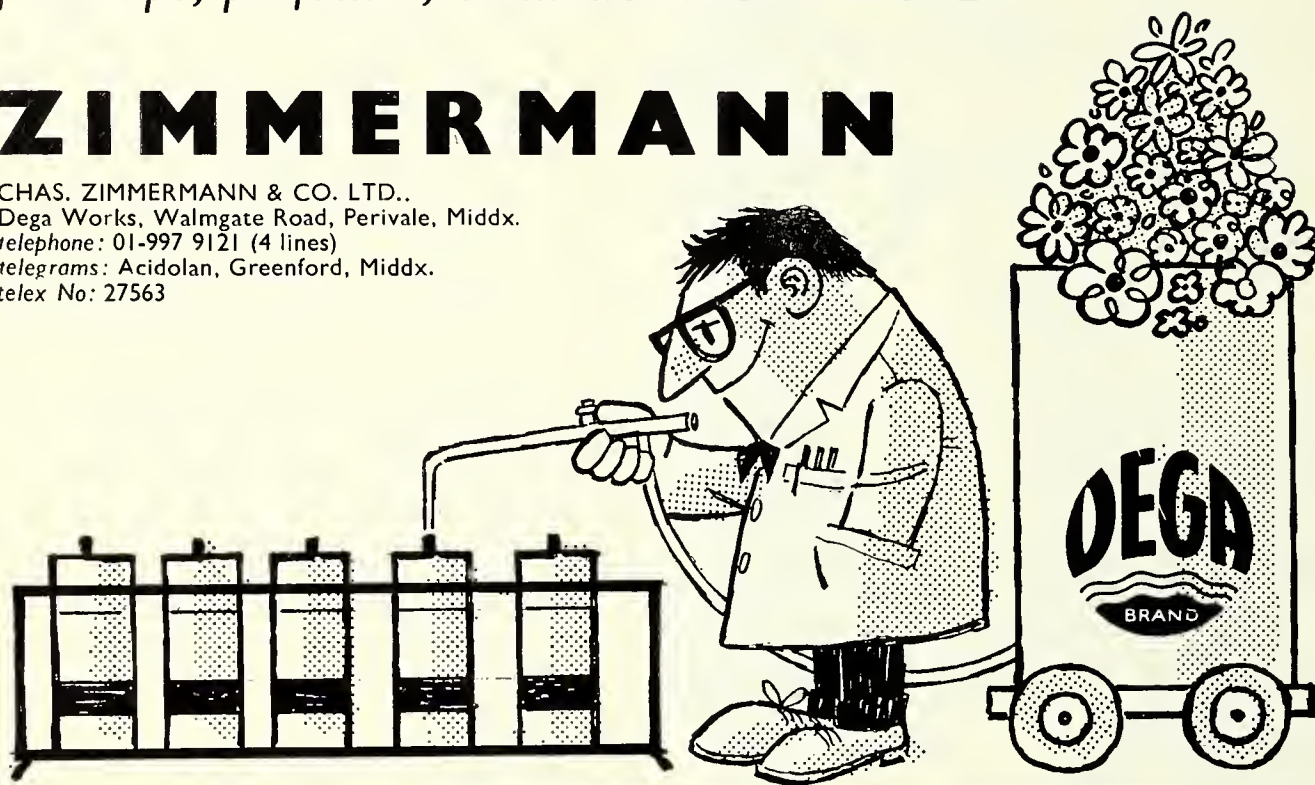
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HOW COX OF BRIGHTON SWEETENED THEIR ADMINISTRATION PILL

By C. A. TOMPSETT

(head of the company's data processing department)

Founded 130 years ago by Arthur Hawker Cox, who received letters patent granted by Queen Victoria for inventing the tasteless pill, the business of Arthur H. Cox & Co Ltd, Brighton, now employ about 400 people and produce each week some 20 million tablets.

The company, which still has three Cox's on their board, recently installed a computer to "sweeten" their own administration "pill."

Although no dramatic savings in manpower have been effected, management now receive information immediately—even some complex figures that took six months to produce by the old method.

The computer system used is a Philips Data 8000 16K visible record computer, which was designed around the company's sales ledger for home trade and export, to produce an invoice-order set, maintain stock control and to accumulate in store various management analyses for "dumping" out at the end of the day, all in one basic processing cycle. All data is stored on magnetic stripe cards only. In current use are 5,000 customer ledger cards and approximately 3,000 product stock cards.

Invoice-order set

On average 167 item line invoices are produced each day at the rate of 30 per hour. However, orders have been received which have taken one-and-a-half hours to process. An invoice-order set consists of six colour-coded copies for invoice, file, representative, delivery note, warehouse and printing.

During home trade processing customer sales ledger cards are updated simultaneously with invoicing. Visually each card shows line by line entries consisting of date, invoice number, invoice value, outstanding balance and progressive net sales. Each customer has a separate card, bearing his name, address, and special number including the sales representatives' identification code for analysis purposes.

Also on the card is the customers' credit limit, which is printed out onto the backing sheet, with his name, whenever during invoicing the ledger balance exceeds this limit. A purchase tax indicator, to charge or not to charge tax, is also shown. This tax code is used in conjunction with the tax coding on the product stock card.

Product stock cards are updated during the production of an invoice. Each card carries a unique six digit code. It also holds the product description, a purchase tax indicator to charge or not to charge tax, and three different prices, factory cost, retail price and wholesale price. The

selling price used is automatically determined by the retail or wholesale category of the ledger card. Various stock control data is also shown. During invoicing the stock control reports are printed out automatically on the backing sheet for action by the production office. On every stock card are line-by-line entries extending to show progressive quarterly sales by quantity and value.

The automatic pricing structure is quite complex with varying discount rates being allowed. A different discount range is used for retail-bulk, retail-packed and wholesale-bulk items. Apart from invoicing it is necessary to devote about 1½ hours per day to process export, stock receipts, new accounts, cash, credits and debits (these last two are manually produced with copies for computer adjustment).

Export is handled by the computer in two distinct stages, the first to update stock on release of the manual order to the works and the second to update sales ledger after dispatch of goods and the manual issue of an invoice. Because of their varied and somewhat complex nature

it was decided to prepare all export invoices off the computer.

Cox & Co also manufacture specially to customers' own requirements. This work in many instances is "one-off" and is handled by a special department who produce their own orders for the factory. After dispatch, the necessary computer input documentation is passed to the data processing section for invoicing and sales ledger updating.

Various analyses and print-outs are available ex computer from data accumulated at the end of each program run.

A staff of four operate the computer working in approximately 1½-hour shifts. The operators not actually operating are responsible for pulling and filing magnetic stripe cards, etc. All cards are housed in two fire-safes with drop-down lids onto which the inner cabinets are pulled for easy access. A further staff of four are responsible for editing and coding each order as received, and re-writing where necessary onto computer compatible forms, also for the distribution of the invoice-order sets.

The customer sales ledger cards are photo-copied two up on an SCM flat-bed machine to produce the statements of which 2,500 are issued each month.

In retrospect, the computer has not made any dramatic savings in administration staff but it has enabled management to receive instant month-ending information. Previous to the computer one important analysis, admittedly rather complex, was usually six months in arrears.



A Philips Data 8000 16K visible record computer in operation

PROFESSIONAL NEWS

Refresher course locum fee is agreed

An increased daily fee of £6.30 for locums employed when a resident pharmacist is absent on a refresher course has been agreed to by the Central NHS (Chemist Contractors) Committee, following a "final offer" from the Department of Health.

A recent meeting of the Committee was told that the accepted figure was still below the level required by them, but, because of the importance of getting the scheme started without further delay, and because it had been made clear that it was the Department's final offer, which it was "unable to exceed at present," there appeared no alternative to accepting the figure, subject to its being made clear that acceptance was with reservations and on an interim basis only.

The Department had laid emphasis on the fact that most pharmacists were not engaged solely in NHS dispensing activities and that it would find difficulty in justifying compensation for non-NHS work which might or might not, be lost through attendance at a course, but would "presumably benefit incidentally in future from the effects of the training given to the pharmacist under the NHS umbrella."

Correspondence with the Pharmaceutical Society and British Medical Association on the labelling of drugs and the recognition of impairment due to drug taking was considered and it was noted that plans were in hand for a joint meeting with these bodies, together with representatives of the Central Committee and the Chemists' Defence Association.

It was decided that no action would be taken on an approach from Thomson Yellow Pages Ltd, who had suggested that paid advertisements be inserted in the "Dispensing Chemist" sections of their directories inviting patients to ring a given telephone number for details of the chemist on rota duty.

Sale of exemption certificates

It was agreed that the Department of Health would be advised that, subject to satisfactory terms being arranged, chemist contractors would be prepared to assist with the sale of pre-payment exemption certificates to patients.

After considering the contents of the Consultative Document on National Health Service Re-organisation issued by the Department it was decided to submit a number of comments and suggestions for improvements.

In reply to the Committee's latest proposals for remedying failures in the endorsement procedures, the Department had asked for additional time to assess the effectiveness of a reminder it had issued to prescribers in January, and which had, apparently, been delayed by the postal strike. After discussion, during which considerable irritation was expressed at this further delay in resolving the present highly unsatisfactory position, the Committee decided to seek its own answer to

the effectiveness or otherwise of the Department's reminder by direct contact with all local pharmaceutical committees.

The advice of the Post Office had been sought on the most suitable way of packing prescriptions for posting to the Pricing Bureaux and arrangements were being made for officers of the Post Office to visit two pricing offices to examine parcels of EC10 forms as they arrived.

The Post Office would consider the matter further in the light of the results of these investigations, it was reported. Firm advice would then be submitted to the Committee on the most satisfactory way of wrapping these parcels.

Oxygen claim urgency

The Department of Health had formally acknowledged the receipt of the Committee's claim for an appreciable increase on the basic price paid for the loan of oxygen equipment, an increase on the professional fee per set for supplying the equipment, an increase on the professional fee per cylinder for supplying the oxygen gas, and an increase on the allowances for delivery. The Department had been asked to treat this claim as a matter of urgency.

It was noted that the joint letter from the Pharmaceutical Society and the British Medical Association, about the agreement reached on "NP" labelling, together with the letter from the Committee claiming appropriate additional remuneration for the extra work involved, had been delivered by hand to the Department of Health on May 20.

It was decided that the Committee's claim that there should be provision for payments to chemist contractors in England and Wales in respect of collection and delivery schemes similar to those for contractors in Scotland would be re-submitted to the Department of Health.

The Department's reply to the Committee's earlier claim was considered unacceptable.

Further representations would be made to the Department based on the grave concern felt by the Committee at the increased level of withholdings for breaches of the terms of service notified recently to Executive Councils.

A letter was received from the Pharmaceutical Society confirming that there had been no change in the Council's attitude to the inclusion of pharmacies in health centres. The Society did, however, agree that there were indications that the views of local pharmaceutical committees were being influenced by current developments in health centre building and one of the factors which they seemed to be taking

into account was whether the establishment of a pharmacy owned by a consortium in, or near, the health centre was the only way of ensuring that a pharmaceutical service would continue to be provided in the whole area affected by the movement of doctors into the centre.

Thus, although there had been no change in Council policy, the way in which it was interpreted by local pharmaceutical committees depended, as had always been the case, on local circumstances.

In answer to criticism from pharmacists concerning Flagyl Compak and about possible dangers of combined packs of oral and non-oral preparations, the Committee accepted a reply from the manufacturer which indicated that no harm could result from transposition of the two types of tablets.

Replies from the Department of Health on matters concerning remuneration and locum costs were considered to be unacceptable and it was agreed to press for meetings with representatives of the Department as soon as possible.

A short list of "outside experts" to examine the profit margin element of NHS remuneration was agreed.

After considering proposals from the Department about the form the new discount inquiry should take, it was decided to submit alternative proposals for a more acceptable arrangement.

New officers

Pharmaceutical Society

South-east England Region. Chairman, Miss M. Wallis; vice-chairman, D. J. Blake; treasurer, D. R. Turvey; press officer, I. S. Benjamin; secretary, W. E. Walton, 184, High Street, Penge, London, SE 20.

Pharmacists' Association

Enfield. President, D. C. Simkins; vice-president and social secretary, D. J. Kay; treasurer, R. E. Salmon; secretary, F. R. Bayford, 3 Graham Cottages, Laurel Bank Road, Enfield, Middlesex.

Guild of Public Pharmacists

London. Chairman, J. Peattie; treasurer, Miss E. E. James; secretary, J. B. G. Parker; Pharmacy, East Ham Memorial Hospital, Shrewsbury Road, London E7 8QR.

Tyne, Wear and Tees Branch. Chairman, W. F. Montgomery; vice-chairman, Alan Young; secretary, H. H. Poole, Royal Victoria Infirmary, Newcastle-upon-Tyne; treasurer, W. T. Wing.

COMING EVENTS

Wednesday, June 16

Scottish Department, Pharmaceutical Society, Society's House, 36 York Place, Edinburgh, at 2.30 pm. Annual meeting.

Ulster Chemists' Golfing Association, Renfrewshire Golf Club, competition for the Waide Shield.

City of Leicester Polytechnic, School of Pharmacy, Abbey Motor hotel, at 7.45 pm. Summer ball and reunion.

Advance information

Labware, laboratory equipment exhibition, the Bloomsbury Centre, WC 1, September 21-23.

MARKET NEWS

Honey supplies even tighter

London, June 9: The supply situation of honey continues to deteriorate week by week as reports of shortages for a long way ahead are received from all producing countries. The prices of Australian honey rose by £2.50 per large drum (650 lb) while the 60-lb drums went up by £4.50. Canada balsam moved up in both positions and ginger has started to firm again with Jamaican unquoted. Cinnamon from Ceylon is easier despite reported labour troubles at origin. Ipecacuanha continued its easier trend, while there is little or no liquorice root on the spot, forward offers of Russian root are now available along with Chinese. Benzoin was easier and belladonna herb slightly dearer.

Pharmaceutical chemicals

Bismuth salts: per kg.

Quantity (kg)	under 50	50	250
	£	£	£
carbonate	6.95	6.75	6.70
salicylate	5.50	5.30	—
subgallate	5.70	5.50	—
subnitrate	6.20	6.00	5.95

Cortisone: acetate £0.25 per g.

Guaiacol salicylate: £1.40 kg for 250-kg lots

Homatropine: (500-g) Alkaloid £59.10 kg, hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.

Hydrocortisone: Acetate or alcohol 5s (£0.25) g.

Hypophosphites: Per kg	12.5 kg	50 kg
	£	£
Calcium	1.14	1.02 $\frac{1}{2}$
Iron	2.34 $\frac{1}{2}$	2.26 $\frac{1}{2}$
Magnesium	1.98	1.02 $\frac{1}{2}$
Potassium	1.57	1.45
Sodium	1.27 $\frac{1}{2}$	1.17 $\frac{1}{2}$

Crude drugs

Aconite: *Napellus*: £1,200 metric ton, cif.

Agar: (lb) Kobe No 1 £0.85, cif; European £0.73

Aloes: (metric ton) Cape primes £245; £230, cif, Curaçao £800; £785, cif.

Balsams: (lb) Canada: £1.85 spot; £1.80, cif.

Copaiba: BPC £0.60; Para £0.40. Peru: £1.10; £1.05, cif. Tolu: BP £0.70.

Belladonna: Leaves £0.16 lb spot, £0.15, cif; herb £0.12 spot, £0.11, cif; root £0.09, spot; £0.08 $\frac{1}{2}$, cif.

Benzoin: Shipment £38-£45 cwt, cif.

Buchu: rounds £1.45 lb spot; shipment £1.42, cif.

Camphor: BP powder £1.45 kg spot; £1.30, cif.

Cardamoms: (Per lb cif) Alleppy greens No. 1, £1; prime seeds £1.30.

Cascara: spot £19 cwt; £18.25, cif.

Cassia: *Lignea* broken £420 long ton, cif; whole £425, cif.

Cherry bark: spot £0.16 $\frac{1}{2}$ lb; £0.16, cif.

Chillies: Zanzibar £455; Mombasa £635 ton spot.

Cinnamon: Seychelles bark £262.50 long ton, cif;

Ceylon quills four 0's £784; quillings £403.

Cloves: Zanzibar £0.79 $\frac{1}{2}$ lb, cif.

Cochineal: Tenerife black-brilliant £6.05 kg spot

Peruvian silver grey £5.06.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot £0.30 lb.

Dandelion: Root £525 metric ton spot; £500, cif.

Ergot: Nominal.

Gentian: Root £480 per metric ton spot; £465, cif.

Ginger: (long ton) Cochin £345, cif Jamaican nominal;

Nigerian peeled £365, cif; split £260, cif.

Gums: (Per cwt) Acacia: Kordofan cleaned sorts

£14.50 spot; £13.30, cif. Karaya: No 2 faq £23

spot. Tragacanth: No 1 spot £300, No. 2 £270.

Honey: (Per cwt ex store). Australian light amber

£9.85, medium amber nominal, Canadian £12.15

Mexican not quoted; Chinese £9.50 nominal.

Hydrastis: £1.42 $\frac{1}{2}$ lb spot; £1.40, cif.

Hyoscyamus: *Niger*; spot nominal.

Ipecacuanha: Matto Grosso £3.25 lb spot; £3.15 cif Costa Rican £3.05 spot, £2.95, cif.

Jalap: Mexican 15%, resin £950 metric ton, cif.

Kola nuts: African halves £80 metric ton spot.

Lanolin: Anhydrous BP minimum 1000 kg £340-£375 per metric ton; cosmetic grade £390. Wool alcohols BP, minimum 50 kg £880 metric ton.

Lemon peel: Spot £0.13 $\frac{1}{2}$ lb; £0.13, cif.

Liquorice root: (metric ton, cif.) Chinese £85; Russian £90.

Lycopodium: Indian £2.35 lb spot; £2.05, cif.

Mace: Grenada, unassorted £0.35 lb, cif.

Menthol: (kg) Chinese spot £6.72; shipment

£6.66, cif Brazilian spot £5.60; £5.55, cif.

Mercury: Spot £212 per flask of 78 lb.

Nutmegs: (Per lb). West Indian ex wharf: 80's

£0.31; 110's £0.19 East Indian unquoted.

Nux vomica: (cif) Ceylon £4 cwt; Saigon £7.75.

Pepper: (long ton) Sarawak white £445 spot;

£430, cif; black £410; £360, cif.

Pimento: Spot £800 ton, fob.

Podophyllum: Nominal.

Quillaia: £305 metric ton spot; £265, cif.

Rhubarb: From £0.30 to £1.50 lb.

Saffron: Mancha superior £75-kg.

Sarsaparilla: Nominal.

Seeds: (long ton) Anise: China star £175, spot;

Spanish green £247.50. Caraway: Dutch ex

wharf £300. Celery: Indian £295 spot; £280 forward,

cif. Coriander: Rumanian split £72.50 metric ton

cif; Moroccan £87 long ton, £85, spot. Cumin:

Indian £195, cif. Dill: Indian £115, cif. Fennel:

Indian £140, cif. Fenugreek: Moroccan 61,

cif. Mustard: £3.16 spot.

Senega: Canadian spot £1.47 lb; £1.42, cif.

Squilla: White nominal, spot and cif.

Senna: (lb) Tinnevely No. 3 faq leaves £0.08;

Pods, hand-picked £0.11 $\frac{1}{2}$; manufacturing £0.08 $\frac{1}{2}$;

Alexandria/p £0.65-£0.70 ex wharf; manufacturing

£0.22 $\frac{1}{2}$.

Styrax: £1.15 spot; £1.12 $\frac{1}{2}$, cif.

Tonquin beans: Para £0.37 lb spot; £0.32, cif.

Turmeric: Madras finger £180 ton, £120, cif.

Valerian: (metric ton) Continental £270; £260, cif

Indian £220 spot; £210, cif.

Waxes: (long ton) Bees' £710, cif. Candelilla:

£570 spot; £550, cif. Carnauba: fatty-grey £410;

£375, cif; prime yellow, £610; £545, cif.

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Circulation: A.B.C. June/December 1970, 15,879

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PROCEEDINGS

PROCEEDINGS UNDER SECTION 23 OF THE PATENTS ACT, 1949

Notice of Intention to Present a Petition to the Court

IN THE MATTER of the Patents Act, 1949 and in the matter of Letters Patent Number 800718 bearing date the 28th October 1955 and entitled "Novel Substituted Alkylamines and processes for their production" granted to N.V. Philips Gloeilampenfabrieken, a Dutch corporation of Emmasingel 29, Eindhoven, Holland.

NOTICE is hereby given that it is the intention of the said N.V. Philips Gloeilampenfabrieken of Emmasingel 29, Eindhoven, Holland to present a Petition to the High Court of Justice, Chancery Division, praying that the term of the said Letters Patent may be extended.

AND notice is further given that it is the intention of the said N.V. Philips Gloeilampenfabrieken to seek leave to present the above-mentioned Petition at a later time than six months before the expiration of the term of the said Letters Patent.

AND notice is further given that on the 14th day of October 1971 at 10.30 in the forenoon the said N.V. Philips Gloeilampenfabrieken intends to apply to the Court for directions fixing the date of hearing of the said Petition and for other directions.

Notices of Opposition to the Petition must be lodged not less than 14 days before the date above mentioned at the Chancery Registrar's Office, Royal Courts of Justice, Strand, London.

Documents requiring service upon the said N.V. Philips Gloeilampenfabrieken pursuant to the Rules of the Supreme Court Order 103, may be served at the offices of the Solicitors to the said N.V. Philips Gloeilampenfabrieken.

Dated this 27th day of May, 1971

BIRD & BIRD Solicitors for the said N.V. Philips Gloeilampenfabrieken, 2 Gray's Inn Square, London, W.C.1.

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Caricatured in an old print, Dr. Gallipot weighs his fee before accepting it

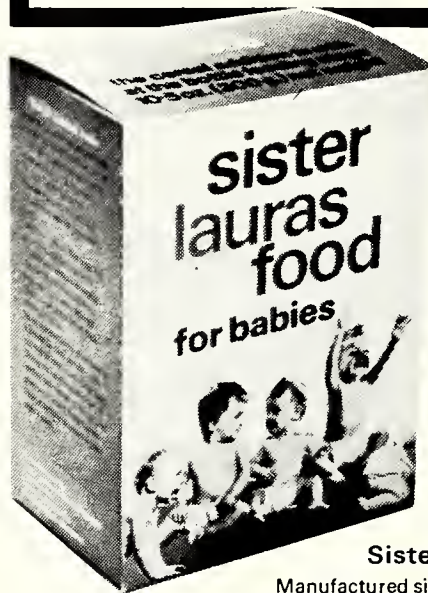
Antiques of the Pharmacy

LESLIE G. MATTHEWS

Leslie G. Matthews is a former Director of the Wellcome Foundation and immediate past-President of the British Society of the History of Pharmacy. Dramatic changes in medication over the past half century have rendered much of the pharmacist's furnishings obsolete and the field is now a rich one for antique collectors. Mr Matthews' fascinating and beautifully illustrated book is the first comprehensive study of the subject and will delight anyone connected in any way with it. 89 photographs. From all bookshops. £3.50 net

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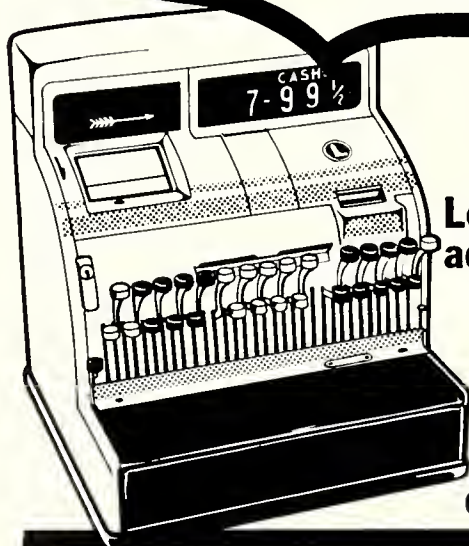
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BEAUTY BUSINESS

JUNE 12, 1971

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SUMMER AHEAD

ELIZABETH ARDEN

say that happiness on holiday is . . . being in the right place . . . with the right people . . . and with the right protection against too much sun. And their picture (below) provides a fine, summer atmosphere to charge you with happiness.

Elizabeth Arden's Sun Control is right for all the family. In two shades — natural and dark — it is a moisturising, sun filtering emulsion, that is quickly absorbed, water repellent and encourages a beautiful tan. For the active who water-ski, sail, or climb mountains, Elizabeth Arden suggest Sun Gelee — in two shades, honey and cafe — which contains a sun filter and gives protection where sun and wind combine. For those unlucky or unwise enough to have too much sun or wind, Eight Hour Cream soothes away the burning sensation.

MINERS

are promoting a new look for eyes this summer — "Butterflies." They predict it will be a butterfly summer in fashion, with butterfly motifs applied on our dresses, blouses, pants and shoes, to go with our butterfly belts, rings and brooches. Miners butterfly eye look — gentle wings of colour above and below the eyes in pretty mauves, pinks and blues — is basically a shape and colour idea achieved simply with eye shadow. Two or three shades are blended with a sponge applicator into a coloured butterfly shape around the eye.

For impact, girls will be drawing definite wing shapes below the eye, rather than the present smudge of colour, and to finish the look, no eyeliner, but loads of mascara or wispy new lashes.

GALA

see it, colourwise, as a peachy summer, and have put Summer Peaches on the market. They are soft, subtle toning shades designed to complement a summer tan.

Whilst Guerlain have produced a lip shade called Brique — a softly-smouldering terra cotta without a hint of blue and lightly frosted to give lips a semi-shine. Brique is a clever colour, looking good on blondes, brunettes and redheads.

OUTDOOR GIRL

have new nail colours: four smoky, subtle shades in plain creamy colours to wear from dawn to dusk, like Pink Dusk, Pink Smoke, and Grape Smoke to blend beautifully with fashion colours for spring, including a deep smoky plum rose.

For pale nail colours there are three new pretty pearls in Pearl Shell, Petal

Pink or Toffee Pearl — a deep pearly beige nail lacquer. Outdoor Girl also have six variations on a theme. New Midi-Matched lip colours in slick-on colours like Raspberry Crush, Mulberry Cream, Toffee Ice, Cinnamon, Pink Ginger.

POLY'S

pretty forecast for summer evenings shows hair looped high on the crown and threaded with fine velvet ribbons. Summer hair needs special care, and attention to conditioning to offset the effect of the sun and sea. They recommend Polycare, of course. Polycare instant conditioner between shampoos, and a once-a-month conditioning treatment with a Polycare deep acting conditioning treatment.

For this cascade of curls, set hair on medium sized rollers, and Sellotape fringe flat to forehead. Brush through thoroughly flicking up ends. Section off a small piece of crown hair and secure in a band. Divide pony-tail into small sections and back-comb each lightly at the roots.

BEAUTY BUSINESS

June 12, 1971

Editorial Consultant: Elizabeth Anderson

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In high fashion cosmetics, you can't get purer than Almay

High fashion cosmetics contain many ingredients. You can't do without them. Or if you do, you get that much less of a cosmetic.

Pure Almay cosmetics have everything essential to beauty.

But where many ordinary cosmetics contain certain ingredients which might upset a delicate skin, Almay is scientifically formulated to be not only pure but hypo-allergenic.

That is why Almay is so special. All the glamour, fashion and colour which you expect, but with the extra hypo-allergenic plus.

In Pure Beauty, the first and last word is Almay. Specially, scientifically pure. And specially cosmetically glamorous.

Almay is distributed on a strictly limited agency basis but there are certain areas where additional representation by appointed agents is required. For details write to the Sales Director, Almay Cosmetics, 225 Bath Road, Slough, Bucks.

ALMAY®

It's Pure Beauty

THE DEODORANT SCENE

The general use of a personal deodorant is a relatively recent development but, nevertheless, an important one. (They say that centuries ago Queen Isabella of Spain had only two baths in her life: one on the day she was born and the other on the morning of her wedding day!) Now everyone knows that the most important aspect of personal hygiene is daily washing or bathing.

But, since the body's production of sweat is a continuous process, it is not always enough to wash regularly. Objectionable odours can develop between wash-times, and to control them it is necessary to suppress any body odour with a deodorant and/or check the flow of perspiration with an anti-perspirant. (Or, to be doubly safe and confident of one's bodily freshness, with both of them.

Unpleasant odours on the body are largely due to the decomposition of perspiration by bacteria, and to cope with these a good deodorant is essential.

Today's market for deodorants and anti-perspirants is still showing a steady and significant increase, so it is important that you study the range of such items that you have on your counters, and know exactly what you have to offer.

Selling deodorants during the summer months shouldn't be too much of a chore for you, but to continue selling them throughout the months to come—right through to the winter—may take some ever-so-gentle persuasion.

Below is a chart showing you some of the products that you should be selling off your beauty counters these warm and sunny days. It is not a definitive list—but we hope that it is pretty comprehensive. An indication of the function of the product is included in the tables.

Manufacturer or distributor and Product	Function	Size	Price	Pack
Alberto-Culver FDS	feminine deodorant	40g 54g economy	0.30 0.37 0.44	aerosol aerosol aerosol
Elizabeth Arden Blue Grass	deodorant/ antiperspirant	— — — —	0.75 0.65 0.65 0.75	cream liquid roll-on stick
Memoire Cherie	deodorant/ antiperspirant	—	1.40 0.70	aerosol roll-on
Ashe Laboratories Amplex	deodorant	— — —	0.22 0.22 0.42	roll-on spray aerosol
Beecham Body Mist	deodorant/ antiperspirant	100g 150g 32cc	0.35 0.45 0.24	aerosol aerosol spray
Cool Charm	deodorant	—	0.29½	roll-on
	antiperspirant	— —	0.24 0.35	refill aerosol
		—	0.45	aerosol
Bellair Cosmetics "all day"	deodorant	80g 75cc 55cc	0.22 0.14 0.10	aerosol spray refill
Bristol-Myers Fresh & Dry	deodorant	100g 185g — — —	0.39 0.59 0.32 0.40 0.27	aerosol aerosol roll-on roll-on refill
Intermist	feminine deodorant	50g 120g	0.30 0.45	aerosol aerosol

Manufacturer or distributor and Product	Function	Size	Price	Pack
Mum	deodorant/ antiperspirant	120g	0.42	aerosol
Rollette	deodorant/ deodorant/ (perfumed) (unperfumed)	— 42cc 28cc 28cc 42cc 28cc 28cc	0.19 0.39 0.31 0.26 0.36 0.29 0.24	stick roll-on refill roll-on roll-on roll-on refill
Bronnley	deodorant/ antiperspirant	56cc 10cc	0.40 0.22	roll-on roll-on
Brunton Lisette	feminine deodorant	—	0.34½	spray
Carter Wallace Arrid	deodorant/ antiperspirant	130g 190g 255g 15g 28g 28g 28g	0.46 0.56 0.72 0.24 0.30 0.33 0.29	aerosol aerosol aerosol cream cream roll-on refill
				squeeze
Arrid family (unperfumed)	deodorant/ antiperspirant	45cc 130g 190g 255g	0.26 0.46 0.56 0.72	spray aerosol aerosol aerosol
Chesebrough-Pond's Odo-Ro-No	deodorant deodorant/ antiperspirant	15g 40g	0.20 0.33	stick roll-on
Charme Dri-Mist	deodorant antiperspirant	80g 120g 200g	0.35 0.44 0.59	aerosol aerosol aerosol
Columbia Products Aronde	deodorant	— — —	0.30 0.24 0.18	aerosol roll-on spray
Coty	deodorant deodorant/ antiperspirant	— —	0.50 0.45	mist roll-on
Christy Linden Voss	antiperspirant deodorant	— — —	1.25 1.05 1.05	aerosol cream roll-on
Kathleen Court Cool Mist	deodorant	38cc	0.21	spray
Crookes Anestan	deodorant	60g 115g	0.28 0.40	aerosol aerosol
Elle	antiperspirant	100g 40g	0.40 0.30	aerosol roll-on
Femfresh	feminine deodorant	50g 120g 60g 4 12 20	0.30 0.30 0.45 0.33 0.10 0.22 0.30	aerosol aerosol aerosol sachets sachets sachets
Femfresh dry spray gold				
Cyclax	deodorant	— — —	0.43 0.63 0.74	liquid roll-on aerosol
Dana Canoe	deodorant/ antiperspirant	85g	0.42½	spray

Manufacturer or distributor and Product	Function	Size	Price	Pack	Manufacturer or distributor and Product	Function	Size	Price	Pack
Dendron Distributors Yaxa	deodorant/ antiperspirant	8oz — — — — —	0.52 0.30 0.24 0.34 0.29 0.62½	aerosol spray refill roll-on refill aerosol	NPU Marketing Lotus Lotus feminine	deodorant feminine deodorant	84g 56cc 54g	0.24½ 0.20 0.29½	aerosol roll-on aerosol
Edwards Harlene Gold Spot Elida Gibbs Sure	unperfumed deodorant antiperspirant	10oz — — — —	 0.30 0.36 0.46 0.29 0.24	 roll-on aerosol aerosol roll-on squeeze spray aerosol	Nu-Mist Perl Sauna Phillips Patents Actifresh	antiperspirant deodorant deodorant footwear and garments deodorant	— — 6½ oz	0.30 0.27½ 0.98 0.44	aerosol aerosol aerosol aerosol aerosol
Gerhardt Penick Fresh 'n' Dainty	deodorant feminine deodorant	— 100cc 70g 50g 6 24 —	0.30 0.35 0.38 0.30 0.14 0.40 0.23 0.50	 liquid aerosol aerosol tissues tissues talcum aerosol	Pigot & Smith Mimospray	feminine deodorant	— — — — —	0.39 0.39 0.25 0.19 0.25	aerosol liquid travel pack powder aerosol
Miss Dainty Gillette Right Guard	deodorant antiperspirant deodorant	170g 130g 190g standard large —	0.46 0.56 0.43 0.53 0.35 0.29	aerosol aerosol aerosol aerosol roll-on refill	Reckitt & Colman Freshette	feminine deodorant antiperspirant deodorant	— — — —	0.35 0.90 0.60	aerosol liquid squeeze bottle
Dorothy Gray	deodorant/ antiperspirant	—	0.81	spray	Revlon	deodorant	—	0.60	roll-on
Perfemma	deodorant	55cc — 80g 95cc	0.63 0.31 0.75 0.81	roll-on spray aerosol liquid	Hi & Dri	deodorant	—	0.65	spray
Guerlain Chamade Chant d'Arômes Mitsouko Richard Hudnut Bidex dry spray liquid	deodorant deodorant deodorant feminine deodorant	4oz — — — — 6 12	1.95 1.95 1.95 0.40 0.38 0.15 0.26 0.53	spray spray spray aerosol aerosol sachets sachets aerosol	Intimate	antiperspirant	—	0.95	spray
Innoxa Free & Easy	deodorant	—	0.54 0.63	roll-on aerosol	Rimmel	deodorant	— —	0.16 0.30	stick roll-on
Deodorant 41 Intec Mistess	deodorant feminine deodorant	— 54g	0.59 0.33	spray aerosol	Helena Rubinstein Apple Blossom	antiperspirant deodorant	— —	0.90 0.75	spray spray
Interfran Mitchum	deodorant/ antiperspirant	— —	2.25 2.25	cream liquid	Roll dry	deodorant/ antiperspirant	—	0.70	roll-on
International Chemical Concern Margolis Margo of Mayfair Max Factor	deodorant deodorant deodorant	70g 84cc — — —	0.40 0.21 0.45 0.24 0.48	aerosol spray roll-on spray aerosol	Sadler Impel Saga Cool 'N' Dry	deodorant deodorant	142g 75g 112g	0.45 0.18 0.29	aerosol aerosol aerosol
family Norden Marketing Marvin	deodorant	70cc	1.72½	spray	Misty Young Set	deodorant/ antiperspirant	75g 150g 280g 75g 280g	0.20 0.35 0.45 0.18 0.39	aerosol aerosol aerosol aerosol aerosol
					Scholl (Mfg)	foot antiperspirant foot deodorant	— — —	0.45 0.45	aerosol aerosol
					Scott & Bowne 4711	deodorant	— — —	0.34 0.39½ 0.34½	roll-on aerosol stick
					Sirex Orlane Windsor French Almond	deodorant deodorant/ antiperspirant	— — —	0.90 0.42	roll on spray
					Wright Layman & Umney	deodorant	70g	0.34	stick
					Yardley Poise	deodorant/ antiperspirant	— — — —	0.48 0.48 0.48 0.48	roll-on mist aerosol roll-on
					Rose	antiperspirant	—	0.48	roll-on

"O.K. wise guy. Just 'cos you're one of the family doesn't mean you're entitled to muscle in on my shelf space. Nobody makes the brand leader move — except the customers."

"Sure, Number One. I got tremendous respect for your position, but I thought maybe you and I could come to a little arrangement."

"What sorta thing you got in mind, pal?"

"Well, we're pretty alike, right? We work damn hard and we look good too. But I got something different going for me. I'm unscented, see?"

"So?"

"So . . . the way I reckon it, we're the only boys who can offer the folks a choice, right? Which oughta double the sales."

"Yeh. That'd sure go down well with the Boss. Carter-Wallace has been supporting me now for a couple a months. I've been hittin' the screen all over the country and the people just go crazy for those commercials. Believable, y'understand?"

"Sure, Number One. I had a chat with C.W. myself. The family carried out a little test to see if they was onto a good thing with me and it looks like I'm gonna be mighty popular. My sell-in was just terrific and already I'm featurin' in three new commercials of my own. You never know, I may even end up brand leader. Oh, s-s-sorry Number One. What I meant to say was, er, Number Two."

"That's better, smart aleck."



To get in touch with the big boys, contact Les Boothright at Carter-Wallace, Wear Bay Road, Folkestone, Kent. Telephone: Folkestone (0303) 55335.

The new sham

Suddenly.....women are becoming more hair cosmetic conscious so we have created a range of new generation shampoos which are superior both in quality and presentation to anything on the U.K. market.

The quality is unique. Each of these shampoos will be a winner but Satin Foundation Shampoo is the most exciting of the quartet.

It is a *completely new* type of shampoo. Satin Foundation Shampoo has an Ampholyt base which helps stop fly-away hair and makes *all* types of hair more

receptive to other treatments in particular conditioners and setting lotions — even coloured setting lotions. We all know the market for them is booming.

In sachets, and shatterproof bottles with the new flip-top dispenser (unique to Wella) which makes the business of measuring out quantities very much easier.

The new generation of shampoos will be heavily supported by an unusual and highly persuasive advertising campaign. Start selling now.

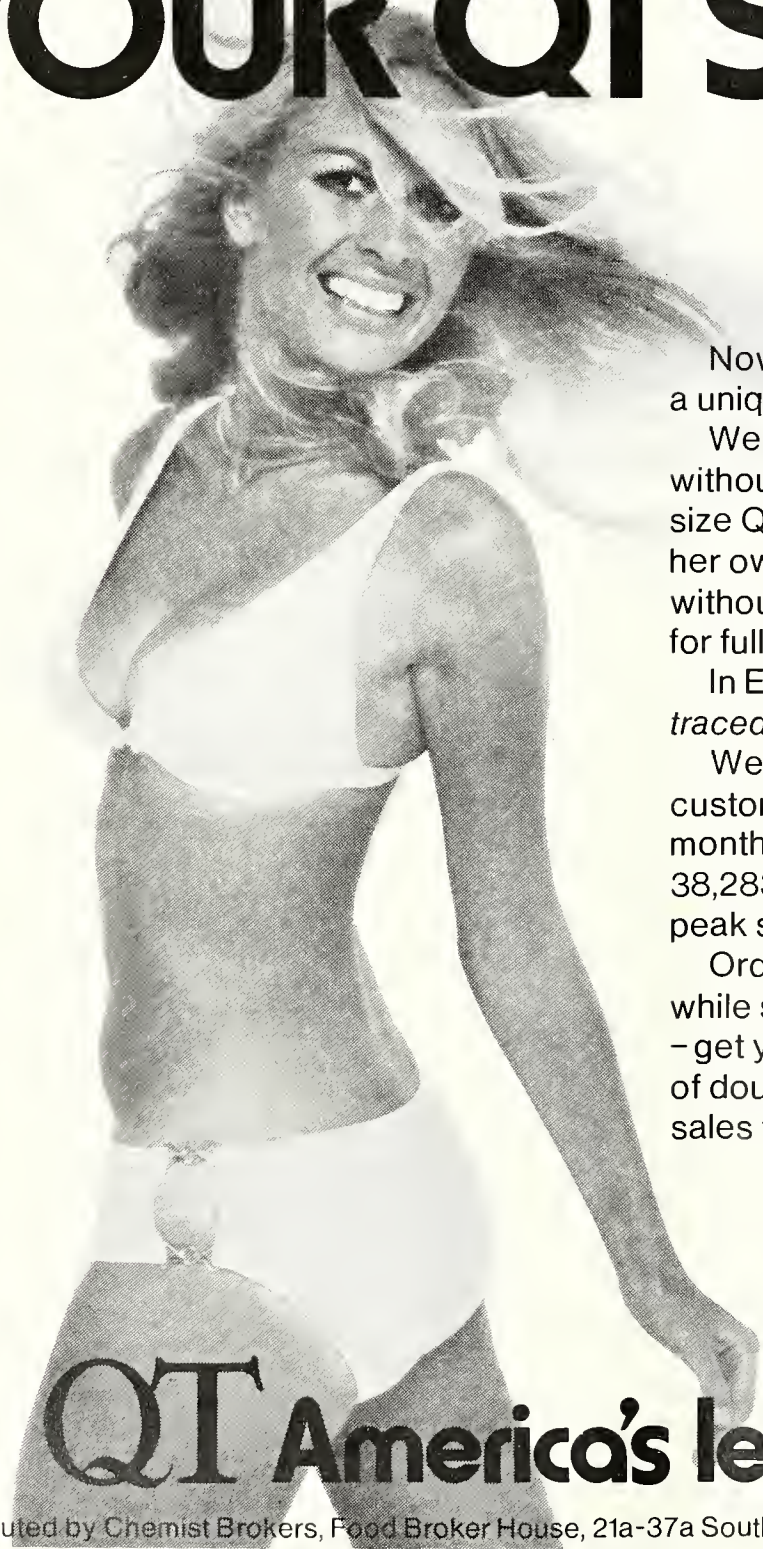


Wella—we know about hair.

Shampoos by Wella



We proved it in Europe! **FREE TRIAL OFFER** **CAN DOUBLE** **YOUR QT SALES!**



Now QT introduce – for the first time in Britain – a unique, proven sales-booster for QT Quick Tan.

We invite your customers to *prove* QT tans without sun. A free sample bottle is banded to every-size QT pack – your customer tries the sample on her own skin at home. If she isn't satisfied QT tans without sun, she sends the big bottle back to us for full money-back guarantee.

In Europe, 100% sales increases were *directly traced* to this irresistible QT offer.

We're running big bold ads, to make sure your customers know the deal. Full colour spaces every month. In Woman, 19, Honey, Petticoat! Reaching 38,283,000 potential customers! Timed for the peak sun-tan season!

Order now while stocks last – get your share of doubled QT sales this year!



QT America's leading Quick Tan.

Distributed by Chemist Brokers, Food Broker House, 21a-37a South Street, Dorking, Surrey. Telephone: Dorking 5933

PERSONAL DEODORANTS

The liberated life-style of today's woman, and her concern with total body beauty, opened the market for vaginal deodorants — a market which experts believe is still only on the threshold of its true potential in this country. Among the wide variety of products currently offered in all types of retail outlets, one "surprise" contender is making steady and impressive progress.

This is Perfemba, produced not by one of the pharmaceutical giants but by Dorothy Gray, a medium-size franchise cosmetics house. Unlike most of its competitors, Perfemba has not been backed by large-scale advertising campaigns, and its distribution is carefully controlled. Yet it has made an impact on the intimate hygiene market since its launch in 1968, with particularly good movement since the two spray versions were introduced a year ago.

So how does a "small" operation hold its own against heavily-armed competition? The answer is simple: with the right product, in the right presentation, at the right price. Dorothy Gray's aerosol, featuring a suntanned torso veiled in lace is certainly eye-catching and the price of 68p is acceptable for a beauty firm of this calibre. (The handbag spray is 27p.)

£1 million-plus market

But it is the story behind the product itself which really explains Perfemba's success. For Perfemba, under the name "Liasan," is the number-one vaginal deodorant on the Continent, where women showed an interest in this facet of personal grooming two or three years earlier than in Britain. It was originally developed in West Germany by Schulke & Mayr of Hamburg and, in six years there, it has grown to a £1 million-plus market.

Liasan resulted from research into skin-compatible cleansers for doctors and nurses, sterilising their hands without removing natural oils which guard against sores and infection. A disinfectant which retained skin-compatibility for surgeons washing their hands up to 50 times a day obviously could be adapted for the ultra-sensitive outer vaginal area, where natural secretions must not be blocked, yet odour-causing bacteria must be prevented from forming and decomposing.

After several years of exhaustive practical testing in hospitals and clinics, Liasan became the first vaginal deodorant on the German market in May 1965. This was a sea-blue liquid; later came the spray with the fresh, ferny fragrance which has proved such a moneymaker for Dorothy Gray in the UK.

With Liasan, Schulke & Mayr pioneered many of the advertising techniques now used for other vaginal deodorants, and their progressively bolder, franker approaches were actually demanded by consumer research. The first ads were shy, featuring a dewy rose, and the Schulke & Mayr sales force (male) followed up

with bouquets of fresh roses when they opened new accounts.

Next came sketchily-drawn nudes — the same presentation Dorothy Gray used in launching liquid Perfemba in Great Britain in 1968. Then a photograph of a naked girl.

All the time, Schulke & Mayr were monitoring women's reactions via research, and the answers they got (cool on the more delicate approaches, but enthusiastic on direct copy-lines and creative work) eventually led them on to the very plain-speaking "slice of life" girl-meets-boy advertising currently in use.

Schulke & Mayr were among the first manufacturers anywhere to advertise vaginal deodorants on TV and radio — still not allowed in this country. And they have also promoted Liasan by direct mail, dealer contests, and all kinds of point-of-purchase promotions, including giveaways of jewellery and accessories.

Strong stuff. Strong experience. Clearly, with a background like this, Perfemba is a product with an even bigger future: Other personal deodorants currently on the market include products by: Bidex, Intimist, Femfresh, Anne French, Gerhardt, Green, Young & Co, Little Weiss.



THE BARE FACTS OF DEPILATION

Getting rid of unwanted hair is not just a concern of today. Some of the hair on one's body was unwanted even in ancient times: sometimes its removal was even decreed by religious laws. There are, for instance (in the Papyrus Ebers which dates from around 1500 BC, and is a rich source of primitive recipes) several incredible mixtures believed to be efficient for depilation. Concoctions of "shell of tortoise with the fat of the hippopotamus; the blood of oxen, asses, pigs, hounds and goats together with stibium and malachite," is just one of them.

Some of these crude compounds were destructive of skin as well as hair, and it seems that at times they were even applied to the head of a rival not just to get rid of unsightly hair — but simply as a revenge!

Tweezers were found in Egyptian tombs, and the Greeks and Romans both used wax. One of the earliest methods of removing hair was by singeing, whilst in ancient India, where depilation was a daily ritual, abrasive pastes and resinous plasters were used. Women in Oriental harems many years ago prepared their depilatories from slaked lime, starch and orpiment — natural arsenic trisulphide — mixed to a paste with water.

All of these sound destructive and rough to us now but the first major advance in depilation, within thousands of years, stemmed from the advance in organic chemistry during the 19th century, and it wasn't until the 1920's that the next big step forward was made when cream depilatories were developed. Thio-glycollate depilatories were introduced a decade or so later and nowadays there are a dozen or more pleasant and effective products from which to choose, no longer acrid-smelling as they once were, but as fragrant as any other cosmetic cream.

Advantages

There are obvious advantages in using one of today's chemical depilatories. With them the hair is dissolved by chemical action, not only above skin level but also for a short distance below it. This means that, as well as removing the hair and slowing down obtrusive regrowth, their action ensures that the regrowth has the finely tapered end of first growth hair and is therefore finer and far less noticeable for a longer time.

Using a razor can be quick and handy at times, but it does mean that as it cuts the hair squarely across at skin level the stubble it leaves can grow again quickly into thick hair with blunt ends: continuous shaving, by scuffing off the surface skin exposes the coarser part of the hair shaft and can cause enlargement of the hair root. (This is in essence

what causes the blue-chinned, five o'clock shadow in men!)

These hair-dissolving agents have a secondary action, too. They act to remove the dead skin on the top layer of one's skin, leaving the "live" skin fresh and smooth.

There are one or two commonsense points one should watch in using chemical depilatories.

□ They are designed for the normal range of hair types and skin conditions so anyone with an allergy, whether temporary or permanent, may have a reaction. If in doubt a patch test should be carried out on a small area.

□ Depilatories should never be used on broken or inflamed skin.

□ Do not allow depilatories to remain too long on the skin. They should be used quickly; and strictly according to the directions of the manufacturer.

□ Never use a depilatory immediately after applying a deodorant.

Many chemical depilatories are now available which are designed to remove facial hair, a source of embarrassment to many women. Immac do one, and there are Nair, Nudit and Innox's Better Off for the face. But, if you have a customer who is really bothered by a heavy hair growth on her face mention the possibility of having it removed by electrolysis. These are strictly *not* do-it-yourself exercises, but there are reliable and qualified operators in most cities and towns. If your customer does not know of one suggest that she writes to Miss Day Stothert, BA, DRE, The Institute of Electrolysis, 59 Preston New Road, Blackburn, Lancashire, BB2 6AY, who will forward the name of their nearest qualified practitioner.

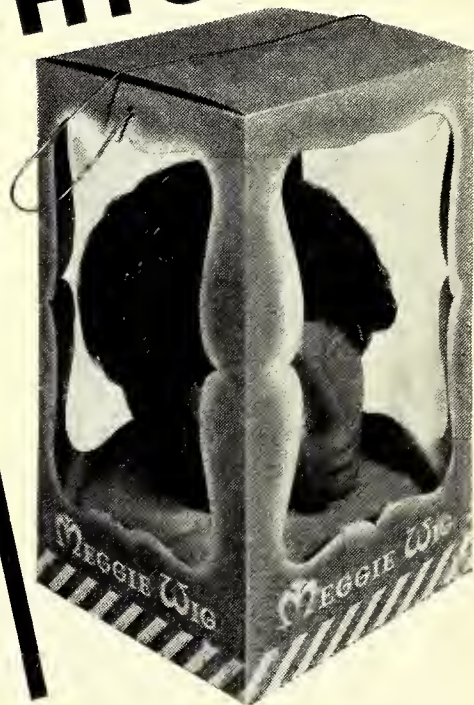


Illustration by courtesy of IMMAC

MEGGIE WIGS



AHEAD IN FASHION!



GET WITH IT! *Join the many Chemists throughout the country who find great profit in offering our range of up-to-the-minute fashion wigs. Superbly created in washable synthetic fibres.*

Drop us a line or give us a call for full details of the complete range. Eager representatives are available to assist you with displays and ensure that there's no delay delivering orders!

MEGGIE WIGS IS A DIVISION OF:

INTER-ALIA PHARMACEUTICAL SERVICES LTD

RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON E.6
Phone: 01-552 4344 Cables: Intalpharm London, E.6.

YOU'LL BE SELLING NOW

For bath 'n after

BRISTOL-MYERS — Fresh and Dry with Natural Herbs anti-perspirant deodorant

Price: Roll-on £0.32, Aerosol £0.42.

Selling Peg: A herbal anti-perspirant deodorant containing extracts of pine, coriander, geranium and lavender.

BRISTOL-MYERS — Mum Cologne

Price: £0.69

Selling Peg: Three new Colognes available in Pink Rose, Green Fern and Blue Heather, to complement the Mum Rollette range of perfumed deodorants.

MORNY — Liberty

Price: £0.16 to £0.88

Selling Peg: A new fragrance, launched for this summer, with notes of jasmin, lily, rose, amber, musk and vanilla.

Available in perfume, roller perfume, spray mist fragrance, bath foam, talc, hand soap, hand soap traveller and bath soap size.

ROGER & GALLET — Eau de Cologne atomiser

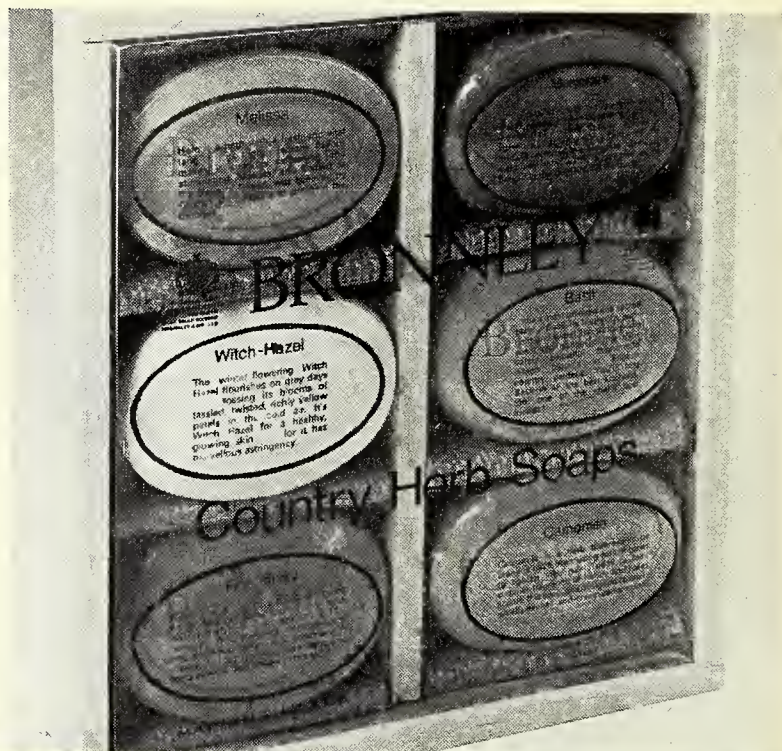
Price: £1.05

Selling Peg: This famous Extra Vieille Eau de Cologne, still made to the original formula dating back to 1806, now comes in a neat 2 oz atomiser of frosty glass with a ribbed gilt cap.

BRONNLEY — Country Herb visitors' soaps

Price: £0.10 per tablet, £0.60 box of 6

Selling Peg: Six guest size tablets of Country Herb soaps prettily presented and available in marjoram, melissa, basil, witch hazel, camomile and rosemary fragrances. They come packaged in a wooden tray.



YOU'LL BE SELLING NOW

ROSEDALE—Herbal Bath

Price: £0.05 a sachet

Selling Peg: A herbal bath foam containing extracts from many health giving herbs including camomile, rosemary, arnica and witch hazel, juniper, cinchona bark, marjoram, dwarf pine, coltsfoot, parsley and gentian

BRONNLEY — "Thistledown" toiletries

Price: From £0.16 to £0.55

Selling Peg: Light and cool-looking are the "thistledown" caps now being worn by Bronnley's Bubble Bath, Hand & Body Lotion and After Bath Cologne. They're also colour-matched to Bronnley's four famous fragrances — lemon verbena, English fern, rose geranium and lavender.

WORTH — Talc Glace "Je Reviens"

Price: £1.10

Selling Peg: Worth's famous "Je Reviens" talc now comes packaged in an atomizer.

For skin care

HELENA RUBINSTEIN

Skin Life Body Treatment

Price: £3.00

Selling Peg: A light fluid cream which biologically nourishes and regenerates the skin tissues of the body.

ANNE FRENCH — Glow 5

Price: £0.10 per sachet, £0.25 for 3 sachet box

Selling Peg: A facial mask which in five minutes deep cleanses and refines the texture of the skin.

CLINIQUE — Yes Kit

Price: £3.90

Selling Peg: A complete facial treatment kit for the "forgotten woman" — the woman with an oil-rich skin.

POND'S — Lemon Cream

Price: £0.15, £0.32, £0.49

Selling Peg: An under make-up moisturiser to counteract and control the shine that comes from over-active oil glands.

HELENA RUBINSTEIN — Skin Balance

Price: £0.75 to £1.75

Selling Peg: A range of preparations acting to bring oily skin or oily skin areas, to normal balance.

For hair

INETO — Peach Nut Oil Conditioner

Price: £0.19

Selling Peg: A deep-action conditioner for dry hair containing the nourishing oils of peach kernels.

HUDNUT — Poly Lady

Price: £0.19 to £0.80

Selling Peg: A new range of hair care products including a shampoo-in permanent colourant, a long-life hairspray, a range of setting lotions and a one-step permanent wave.

For makeup

COTY — Air Spun

Price: Fluid Make-Up £0.60. Matte Make-Up £0.65. Finish-

ing Powder £0.80, Pressed Powder £0.80

Selling Peg: A new range of face make-up to suit all types of skins and complexions, packaged in elegant cream and chestnut brown.

GERMAINE MONTEIL —

Cream Matte Eyeshadow

Price: £2.50

Selling Peg: A new collection of eye shadows with a special formula cream which has added moisturisers to protect the fragile eye area. Available in seven tones.

OUTDOOR GIRL — Striplash

Price: £0.80

Selling Peg: 4in of lash can be cut and shaped to make complete pairs of lashes. Ideal for girl who likes to wear "bits of lash."

CUTEX—Hot Lips

Price: 40p

Selling Peg: A range of sixteen lipstick colours in sophisticated glitter-gold square cases

Price: 80p

Selling Peg: Creme perfume in beautifully-designed portable domed pots. Available in Caprice, Prelude, Sea Jade and Freesia fragrances.

MAX FACTOR—Eau de Toilette Spray

Price: 59p

Selling Peg: A collection of colognes available in Primitif, Hypnotique, Electrique, Exuberance and Jonquilla fragrances.

MINERS—"Sweepers" Lashes

Price: £1.25

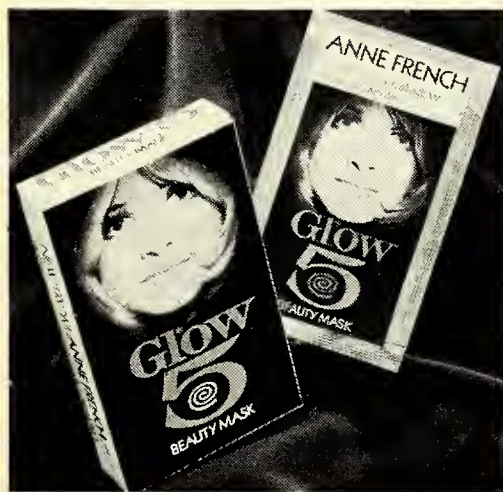
Selling Peg: Long, fine and feathery real hair lash in black and brown

COTY—Sheer Puffery Bronzer

Price: £1.25

Selling Peg: An instant tan make-up in an aerosol with moisturising elements. Available in Light Tone, Medium Tone and Deep Tone.

YARDLEY—Creme de la Creme



YOU'LL BE SELLING NOW

For men

DUNHILL — Deodorant for Men

Price: £0.85

Selling Peg: A deodorant elegantly packaged in a travel-happy pack, having a sophisticated fragrance, with green and citrus notes on a warm and woody background.

PIFCO — Hairdrying Gun For Men

Price: £4.95

Selling Peg: An easy-to-use simply-styled hairdrying gun which packs easily in brief-cases and overnight bags and is equipped with self-resetting thermal cut-out controls.

ELIZABETH ARDEN — Arden for Men After Shave Gelée

Price: £0.60

Selling Peg: An after-shave in jelly form which is instantly absorbed, cooling and bracing the skin. Non-drip. Perfect for travellers.

LENTHERIC — Centaur and Onyx Anti-perspirant Deodorant Sprays

Price: Centaur, £1.12. Onyx, £0.98

Selling Peg: Both sprays have been specially formulated to produce an extra dry spray for quick-and-easy use, and 24-hour assurance of freshness.

YARDLEY — Cougar Aerosol Shaving Foam

Price: £0.74

Selling Peg: A luxuriously



creamy and long-lasting shaving foam with the distinctive "Cougar" fragrance.

Also new to the "Cougar" range is a non-irritant Anti-perspirant Deodorant Aerosol, with a dry spray formulation in an economical giant size container for 84p. It incorporates, of course, the refreshing Cougar fragrance to complement the rest of the range.

For small fry

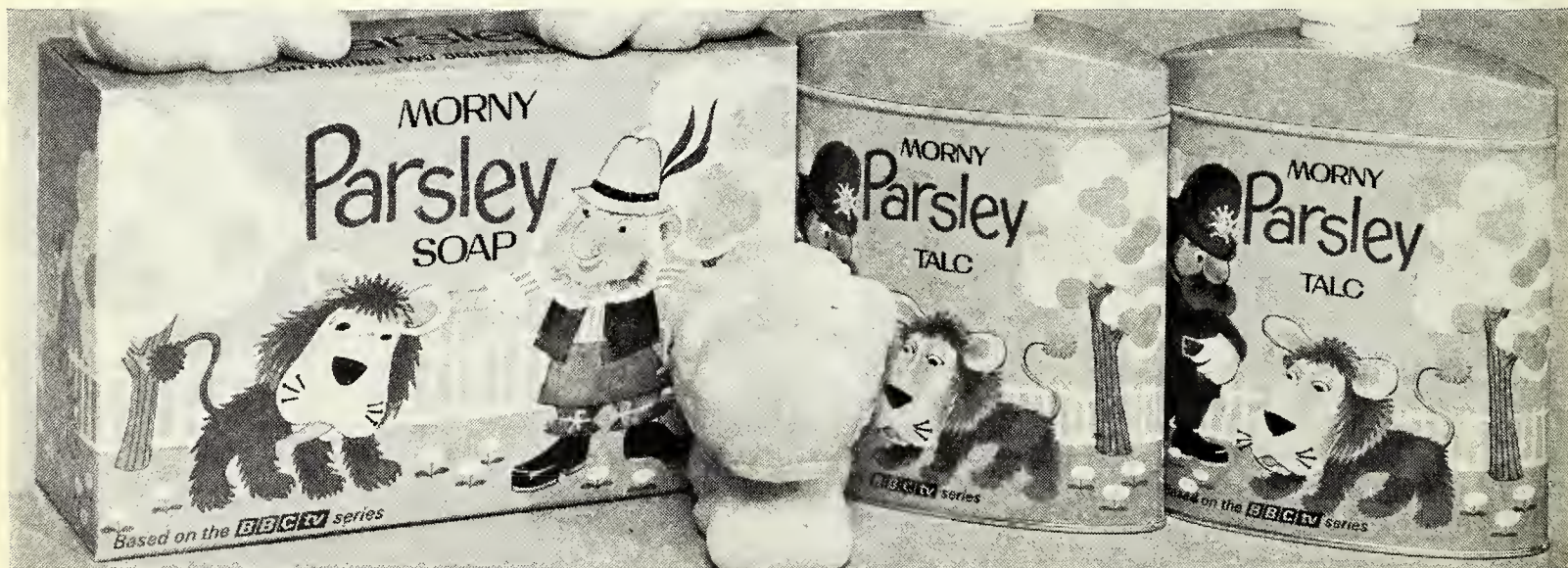
MORNY — Parsley and Rupert Soaps and Talcs

Price: Soap (two tablets) £0.49, Talc £0.35

Selling Peg: Delightful matching soaps and talcs for children, based on the characters from the BBC programme, The Adventures of Parsley, and from the ITV programme, The Adventures of

Rupert Bear. The soaps are sculpted to the forms of both Parsley and Rupert.

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